C2700-1

Automotive News

November 4, 1985

© Entire contents copyright, 1985, by Crain Automotive Group, Inc. All rights reserved.
Reproduction or use of editorial content in any manner without permission is strictly prohibited.

60th year—$45 per year, $1.00 per copy

U.S. model count moves up to 313; highest since 1975

By John K. Teahen Jr.
Managing Editor

Gains by the Big Three—especially by General Motors—have pushed the number of passenger-car models offered by domestic makers to an 11-year high, an Automotive News analysis discloses.

As the 1986 season began, the manufacturers listed 313 models on their charts. The total hasn't been that high since 1975 when 325 were offered. The count was 295 at the end of the 1985 model year.

The current rundown looks like this: General Motors, 153 models; Ford Motor Co., 78; Chrysler Corp., 54; American Motors-Renault, 17; Honda, 5; Nissan, 3, and Volkswagen, 3.

At the end of the 1985 model year, it was: GM, 141; Ford Motor, 74; Chrysler Corp., 52; AMC-Renault, 17; Honda, 5; Nissan 3, and VW, 3.

Only the U.S.-built models of the four overseas-based makers are included in the total. They are Renault Alliance/Encore, Honda Accord, VW Golf/GTI and Nissan Sentra two-door notchback.

Many of the current complement of 313 models can't be purchased as yet. Perhaps the most notable of those are Ford Taurus and Mercury Sable, which will debut Dec. 26. The Corvette convertible will arrive next spring. Buick has three sporty Skyhawks waiting in the wings, and Chevrolet has a fancy Monte Carlo on tap.

The formal intro date is Nov. 14 for Buick Riviera and LeSabre, Oldsmobile Delta 88 and Toronado and Cadillac Eldorado and Seville. They're all included in the model count.

One line that's not included is Ford Division's EXP. It's due early in 1986, but Ford hasn't said how many models there will be. There were three last year. There probably will be other added starters as the 1986 model year rolls along.

Taurus and Sable are the only new nameplates for 1986. Missing from last year's list are the

Please turn to Page 49, Col. 1

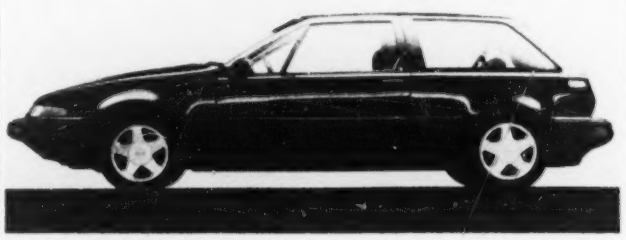
breaking news

Ford looks to France

DETROIT.—Ford's proposed $24,000 mid-engine sports car planned for the 1989 time frame is likely to be assembled in France by Usines Chausson, a coachmaker co-owned by Peugeot and Renault, according to sources familiar with the program. While Ford hasn't yet confirmed it will go ahead with the new car, executives

See BREAKING NEWS, Page 8, Col. 1

It's different; it's Volvo



480 ES for U.S. in 1987

Volvo Car B.V., the Dutch arm of Sweden's Volvo Corp., will send the 480 ES to the U.S. market in the spring of 1987. It is unlike any previous Volvo. The 480 ES has front-wheel drive—a first for a Volvo production car—and its sleek, curved styling is in contrast to the angular 700 Series cars made by Volvo Corp. Story, other pictures, on Page 27.

GM leads suitor list, but BMW stands aloof

By Edward Lapham and Michelle Krebs
Automotive News Staff

German prestige auto maker BMW is a very popular item on the international automotive dance card these days.

The Munich-based company has been wooed by several auto makers, including Ford, Chrysler and General Motors, all seeking to improve their corporate gene pools with some sort of liaison.

Cimarron may be built in Europe. Story on Page 8.

Talk of a possible GM-BMW deal first began to circulate last spring and resurfaced at the Frankfurt Motor Show.

The trade paper Advertising Age reported that GM is "shopping for a European luxury auto maker that could become a seventh domestic car division."

Advertising Age said consideration of that new approach was made possible by last year's corporate reorganization.

A BMW official in Munich last week confirmed that BMW has had talks with "several" auto makers, but refused "to characterize the nature" of the discussions.

"We did not initiate them," the company said.

The official also said that as far as BMW knew, none of the U.S. makers had contacted the Quandt family group about a possible stock acquisition.

The Quandt family owns more than 60 percent of the outstanding BMW stock.

Of the American suitors, GM seems to have been the most serious, according to Automotive News sources.

However, the best information now available suggests BMW will remain independent and unattached.

BMW Chairman Eberhard von Kuenheim is known to have visited GM on a trip to the U.S. last spring.

However, on his most recent trip

Please turn to Page 45, Col. 1

Steering and engines steal Tokyo show

By Francis J. Gawronski
Tokyo Bureau Chief

TOKYO.—Top attractions at the 26th International Tokyo Motor Show which opened here last week were mid-engined and four-wheel-drive vehicles—both futuristic and current models—and a prestige car that will go on sale in Japan and South Korea next year.

The biennial show attracted exhibits from 260 manufacturers of vehicles and components from 13 countries plus vehicles commissioned by two governments (U.S. and Canada). On exhibit are 1,032 cars, trucks, buses and motorcycles, 200 of which are from outside Japan including 39 from the U.S.

Japanese firms showed five mid-engined models including prototypes. Eight 4WD vehicles were exhibited.

Mitsubishi Motors Corp.'s prestige car, Debonair, completely restyled for the first time in 22 years, was unveiled. Scheduled to come to market next year, Debonair is a joint effort with the South Korean auto maker Hyundai Motor Co.

MMC will begin producing the car next summer. Castings, forgings and body will be produced by Hyundai at a rate of 1,000 units a month for MMC. Hyundai also will produce the car under its brand name with an initial target of 20,000 units a year. Hyundai production will coincide with that of MMC.

Debonair will be the first Japanese car in its class with front-wheel drive. It also features a new V-6 in two- and three-liter versions. The restyled exterior is marked by a long nose accentuated by a large air dam.

Drawing attention at the Toyota exhibit was the prototype FXV, a 4WD, 4-wheel-steering, mid-engined car with twin-cam four-cylinder, turbocharged two-liter power plant capable of 230 HP. It is said to be the first Japanese

Please turn to Page 45, Col. 3

Eight divisions construct visionary car

Here's the Ford in Ford's future

By Louise Kertesz
Detroit Reporter

The Ford that may be in Ford's future is being distilled from the projections of eight Diversified Products Operations divisions.

In what Ford Motor Co. called "a first-ever team exercise," participants from widely different areas of the company collectively forecast the Ford T-2008 model.

The car is so named because when something like it appears in 23 years, it will mark the 100th anniversary of the Model T.

The metamorphosed flivver was recently described to the press in a slide presentation followed by a panel discussion at Ford's Research and Engineering Center in Dearborn.

T-2008 is not a Saturn, a specific vehicle for which General Motors has already acquired a production site. Nor is T-2008 the proposed product of an Alpha project, Ford's answer to Saturn. Actual Saturn and Alpha cars will take to the roads within 10 years.

Nor is T-2008 another experimental car like Ford's Probe V or Buick's Wildcat. The latter is already a driveable vehicle, and a driveable version of the Probe V, a model of which already exists, is due next summer.

The T-2008's existence is still, shall we say, spiritual. The car will gradually materialize, given the direction of the 60 or so developing technologies it comprises.

Some of the car's features will actually appear in Ford vehicles even before the year 2008, according to the company.

The probable shape of this car of the 21st Century emerged from brainstorming sessions among engineers from Ford Aerospace & Communications Corp.; Electrical and Electronics Division; Rouge Steel Co.; Casting Division; Tractor Operations; Glass Division; Climate Control Division; Plastics, Paint and Vinyl Division, and Ford's Design Center.

According to Ford, those teams prepared and deliberated over monographs in an attempt "to project a vision of personal transportation 23 years from now."

At least one industry observer found such inter-divisional collaboration on the development of a vehicle as interesting as the T-2008 itself. His rhetorical question was, "Can you see this happening at GM?"

Harold A. Poling, Ford president, boasted: "Many of the people working on this project had never even met before. Now, they're exchanging ideas on a regular basis."

The project "has provided a foundation for real teamwork and cooperative future planning," said Philip E. Benton Jr., executive vice president—Diversified Products Operations.

Such planning, which presupposes highly automated manufacturing, stretches beyond the company's usual 10-year range, said Robert C. Graham, vice president—automotive components.

"It's a very different way to run our business," he told reporters

Please turn to Page 48, Col. 1

Ford's T-2008

DPO's 21st-century car

Eight divisions of Ford's Diversified Products Operations collaborated to project a vision of a Ford automobile of the year 2008—the 100th anniversary of the Model T. The result, the T-2008, is a modular vehicle with steel frame and sleek plastic skin and all-glass top above the belt line. The car is loaded with sophisticated electronics such as a satellite-controlled guidance system.

NEWSPAPER

Big Four earn $1.1 billion, second-best third quarter ever

Makers report near-record profits

By Michelle Krebs
Financial Editor

The Big Four auto makers collectively enjoyed their second-best third-quarter profits while sales for the quarter set a record.

The Big Four earned $1.127 billion in the third quarter, 6 percent higher than $1.060 billion in the same quarter a year ago. The record for the quarter was set in 1983 when the four companies earned $1.161 billion.

Sales for the quarter hit $39.6 billion, up 12 percent from $35.5 billion in 1984, which was the previous record.

The third quarter of 1985 saw some of the most aggressive sales incentives in recent history. Domestic auto makers offered 7.5-percent and 7.7-percent financing following a strike by auto haulers.

General Motors reported third-quarter earnings of $516.5 million, up 24 percent from $416.8 million in the same quarter a year earlier. However, GM also reported an operating loss of $20.9 million.

Sales for GM amounted to $22.5 billion, up 21 percent from $18.5 billion. The quarterly sales set a record, surpassing the previous high of $25.1 billion in the second quarter of this year.

Ford Motor Co.'s quarterly earnings were $313.1 million, down 18 percent from $379.7 million a year ago. Operating income, however, dropped 57 percent to $155.2 million from $362.7 million in 1984.

Ford sales for the quarter were $11.6 billion, down 1.8 percent from $11.8 billion in 1984's third quarter.

Chrysler Corp. set a series of third-quarter records. Profits amounted to $316.2 million, surpassing the previous peak of $261.6 million in the third quarter of 1984. Chrysler's pre-tax income also set a third-quarter record of $451.8 million.

Quarterly sales were a $4.5 billion. The previous record of $4.1 billion was set in 1984.

American Motors reported a $19.1-million loss in the third quarter. That compares with a profit of $2.5 million a year ago, which included $2.4 million in tax credits.

Sales for American Motors virtually matched the $1.0 billion for the same period a year ago.

For the first nine months this year, the Big Four earned $5.8 billion, down 23 percent from 1984's record-breaking $7.6 billion. However, the quarter still is the second-best nine-month period on the books.

Sales for the first nine months were $129.2 billion, up 8 percent from the previous record of $119.4 billion set in the first nine months of 1984.

For the first nine months, GM earned $2.7 billion, down 25 percent from 1984's record $3.6 billion.

GM sales for the first nine months were a record $71.7 billion, up 14 percent from $63.0 billion in 1984's first nine months.

For the first nine months this year, Ford's profits were $1.8 billion, down 18 percent from $2.2 billion last year. Operating profit was $2.2 billion for the year to date, down 14 percent from $2.6 billion.

Sales for the first nine months

Please turn to Page 45, Col. 3

AUTO MAKERS' SALES, PROFITS
(In millions)

NINE MONTHS

	1985 Sales	1985 Profit (Loss)	1984 Sales	1984 Profit (Loss)
American Motors	$ 2,911.9	($ 118.6)	$ 3,168.8	$ 12.3
Chrysler Corp.	15,872.5	1,420.2	14,231.3	1,770.3
Ford Motor Co.	38,677.8	1,795.1	38,948.8	2,186.0
General Motors	71,731.1	2,747.5	63,012.3	3,639.6
TOTAL	$129,193.3	$5,844.2	$119,361.2	$7,608.2

THIRD QUARTER

	1985 Sales	1985 Profit (Loss)	1984 Sales	1984 Profit (Loss)
American Motors	$ 1,031.5	($ 19.1)	$ 1,024.3	$ 2.5
Chrysler Corp.	4,484.8	316.2	4,057.9	261.6
Ford Motor Co.	11,630.0	313.1	11,844.3	379.1
General Motors	22,491.7	516.8	18,542.6	416.8
TOTAL	$ 39,638.0	$1,127.0	$ 35,469.1	$1,060.0

1986 Cadillac Seville

Elegante is the word

The Seville from Cadillac, shown here in the Elegante version, has been downsized and lightened in its complete redesign for the 1986 model year. Produced at General Motors' new Detroit-Hamtramck Assembly Center, Eldorado currently is scheduled to go on sale Nov. 14. Story and another picture are on Page 13.

Cadillac goal: 100,000 for Eldorado, Seville

By Michelle Krebs
Financial Editor

It was just a month ago that Cadillac introduced all but two of its models, but already the division has boosted its sales goal for the 1986 model year.

Cadillac officials said they expect to sell 320,000 cars in the 1986 model year, about 5,000 more than the original projection. Cadillac's 1985 model-year sales were 310,942.

At the introduction of Cadillac's redesigned Seville and Eldorado models, General Manager John O. Grettenberger said the division expects to sell more than 100,000 of the new models. He estimated Seville sales at 41,500; Eldorado, at 62,500. The 1985 model-year sales were 32,986 for Seville and 66,863 for Eldorado.

• Seville and Eldorado arrive in showrooms Nov. 14. Prices will be announced three days earlier.

Grettenberger said the Eldorado is aimed at traditional Eldorado buyers, despite the dramatic styling change. The most noticeable aspect of the new Eldorado is the drastically shortened back end.

In addition, the Eldorado will be aimed at potential luxury import buyers and generally younger buyers. The division expects 35 percent of buyers to be under age 40 compared with 20 percent now. Grettenberger said preliminary studies further show the Eldorado has greater appeal to women than previous Eldorado models.

The Seville, a model exclusive to Cadillac, is expected to appeal to traditional Seville buyers. In addition, the division believes it can win back former Seville buyers who turned away from the car when it was restyled in 1980 with the slanted, Bentley-style back end. The slanted back end has been squared off for 1986.

Grettenberger said the luxury-car market has been strong and expanding rapidly at the "ultra-luxury" end and the entry level. However, it has become more competitive.

He said the luxury market amounts to one-million-plus units annually, of which Cadillac takes about 30 percent and the imports close to 20 percent.

Annual improvement factor, job classifications could prove sticky issues

Chrysler contract doesn't solve all

By Mary Connelly
Detroit Reporter

Two pressure points appear to exist in the new three-year labor agreement between the UAW and Chrysler Corp.

1. The contract calls for the reintroduction, in the third year, of an annual 3 percent across-the-board base pay hike, the first negotiated in a major auto pact since 1979. The practice of paying a so-called annual improvement factor (AIF) was abandoned by the industry in recent years in favor of scaled increases and lump-sum payments to reduce labor costs.

General Motors and Ford Motor Co. are likely to face a demand for a 3-percent across-the-board hike when their contracts with the UAW expire in 1987.

UAW President Owen Bieber said the Chrysler contract is "a clear signal to the entire world that 3 percent AIFs are back, are attainable." However, GM Chairman Roger B. Smith said in an interview last week that he hoped the days of the AIF were "behind us."

2. The accord calls for pilot programs at four as yet unspecified Chrysler plants to study possible reduction of hundreds of job classifications, a move the corporation maintains will boost productivity.

That could spark a tug-of-war between the UAW and Chrysler. The union is wary of cutting classifications but is also seeking to curtail outsourcing which is the practice of using outside suppliers. Chrysler has warned that if productivity is not increased, jobs will be lost due to outsourcing.

Chrysler's U.S. plants reopened last week following a 12-day strike by 70,000 UAW members. Canadian plants reopened Oct. 21 after a five-day strike by 10,400 workers. The strikes cost the company $150 million to $200 million, according to Chrysler Chairman Lee Iacocca.

The accord was ratified by 87 percent of the UAW members in the U.S. who voted. The UAW did not release the vote totals, but described the turnout as "high."

The Chrysler contract calls for a 3 percent across-the-board increase to be paid in the third year. Agreeing to the reinstate the traditional raise was the price Chrysler paid for a three-year contract that does not expire simultaneously with those at GM and Ford, Iacocca said last week.

The UAW agreed to abandon its demand for a two-year agreement because it can now enter the 1987 GM and Ford negotiations with the Chrysler AIF in hand.

The three-year contract will cost Chrysler an estimated $1

Please turn to Page 8, Col. 1

Lemaire gives up post as Peugeot U.S. chief

By John A. Russell
New York Staff Writer

NEW YORK.—Pierre Lemaire, 59, president of Peugeot Motors of America and a central figure in a controversy between PMA and its dealers, announced his early retirement effective next June 30.

In a memo to employes, Lemaire said Pascal Hanault, now assistant director for parts of Automobiles Peugeot in France, was appointed executive vice president and chief operating officer of PMA effective last Friday (Nov. 1).

The announcement, rumored but unconfirmed for several weeks, may be the final chapter in the battle between PMA and its dealers including the Northeast Peugeot Dealers Assn., which was in the forefront of a campaign to force the removal of Lemaire and James Fitzhenry, PMA general sales manager.

The association, in a telegram to Automobiles Peugeot, had demanded the resignations of both executives.

Lemaire told employes his retirement is effective June 30, 1986. While he will continue in his role as president of PMA until that time, Hanault will run the company.

However, there was no public statement on his retirement.

Still unanswered last week was the future of Fitzhenry. While a Peugeot spokesman said Fitzhenry would continue in his position, other sources have indicated that Fitzhenry is leaving the company.

Ben Chamis, president of the Northeast Peugeot Dealers Assn., termed Lemaire's retirement a positive move. He added that the dealers intend to "afford him (Hanault) a big welcome and sup-

Please turn to Page 8, Col. 4

2nd Honda plant reported for U.S.; Honda won't talk

TOKYO.—Honda Motor Co. declined to comment on reports that it is going to build a second auto plant in the U.S.

According to reports here, the Japanese auto maker has started a feasibility study for a second U.S. plant. Honda would not comment on that, either.

Reports indicated the auto maker plans to start operating the plant as early as 1989 with one line and an annual capacity of 120,000 cars in the 1,600-cc class.

The capacity, according to reports, would be increased in the future to bring Honda's annual capacity in the U.S. to 450,000 units at the new plant and the current facility in Marysville, O.

The decision to build another plant, according to the reports, stemmed from the growing demand for Honda cars in the U.S. as well as Honda's plan to add 600 sales outlets to its dealer network by 1990.

Japan won't hike U.S. car prices despite yen rise

TOKYO.—Japanese auto makers have decided not to raise prices on cars marketed in the U.S. before the end of the year, according to Nihon Keizai, a leading financial publication here.

According to the publication, despite large foreign exchange losses expected from the yen's sharp rise since September, the car makers decided not to raise prices and to maintain the price competitiveness required to get their share of the U.S. market.

Another factor in the decision, the publication said, was that the auto firms raised prices when they began marketing new models in October. Toyota raised prices an average of 1.7 percent; Nissan, one percent, and Honda, 4.3 percent.

Toyota and Nissan estimate annual exchange losses of $203 million and $141.73 million, respectively, when the yen rises by 10 against the dollar.

Taillamps a problem at GM's newest plant

DETROIT.—Production at General Motors newest plant here ran into problems when it was discovered that metal brackets holding taillamps in place could not withstand the heat of the paint ovens.

GM said taillamps on "several hundred" cars are being replaced. The Detroit-Hamtramck plant began production in September. It assembles the Buick Riviera, Oldsmobile Tornado and Cadillac Eldorado and Seville.

Laws, late models, incentives bring problems for auctions

By Richard Johnson
Detroit Reporter

A combination of tougher odometer law enforcement, a lush supply of late-model vehicles and recent new-car financing incentives have combined to depress prices and drop selling percentages in the wholesale used-car business.

Dealers are reportedly reluctant to stock used 1985 models, fearing that another round of manufacturer incentives will cripple the business. In particular, some auction firms report a surprising bottoming out for late-model "heavies," the standard and luxury-car models that a year ago were booming in the used-car market.

But despite a so-so year in the trade, overall volume is still growing and auction representatives contacted by Automotive News are upbeat about 1986.

Many regard the price plunge as a natural realigning of a market that was inflated by the scarcity of clean, late-model units during and immediately after the recession period.

"It's been a pretty good year, although a tougher year because buyers are more choosy," said Bernard Hart, executive secretary of the National Auto Auction Assn., Lincoln, Neb.

"The (sales) percentages haven't been as good, but the volume is as good if not better than last year. We went through a price adjustment this year because of supply and demand. When new cars picked up, it put more used cars on the market."

Hart, whose association has more than 150 members, projected national auction sales volume at better than three million units in 1985 and predicted "a good year" in 1986. He said association members sounded a generally positive note at the group's recent convention in Denver.

"It's been a medium year, nothing that's a killer, but not too bad," said Dan Hackett, general manager of Denver Auto Auction, Englewood, Colo. "Anything good and clean is selling quite well. The late-model market is off because of the new-car financing, but it has picked up 10-15 percent in the last couple of weeks."

"It's been an average year, nothing special," said Greg Kobel, vice president of Greater Chicago Auto Auction. "It's a combination of the market itself and the odometer situation."

He said late models are off because of the spate of manufacturer incentives. But Kobel said the firm's other auction, Auctionway Sales in Crestwood, Ill., is doing very well with older, higher-mileage and damaged units.

Kobel also said he has seen an upturn in the late-model market during the past two weeks.

"It's been a good year, but we've been off about 10 percent the last 30 days because of incentives," said Jim McLaughlin, owner of Fort Worth Auto Auction. "We've come back a little in the last two weeks."

"As soon as the financing went away, we felt the market change considerably," said Mort Gallup, owner of Hatfield Auto Auction, Hatfield, Pa. "In general, business has been good and percentage of sales has been exceptional, with the exception of the recent few weeks (during new-car incentives). Now, dealers are wary of stocking '85s beyond what they can sell in the immediate future. Everybody expects the other shoe to drop."

"There seems to be a lack of confidence in pricing late-model used cars mainly due to the financing incentives," said Tony Moorby, vice president—sales and marketing at Anglo American Auto Auctions, Inc., which operates 12 auctions around the country. "The lack of confidence usually shows itself in lower prices. There has been a definite step back."

McLaughlin said his volume is up 10 percent in 1985, but the marketplace has caused prices to fall. In real dollars, Gallup said, dealers are buying 1985 cars for less than they paid for 1984s.

"It seems like prices kind of tapered off to what they should be," said Hackett. "For a while, you could take the NADA book and throw it out."

The Automotive News survey of auction prices indicated an average used-car auction sale price of $4,790 in October, down from $4,883 in September, $5,172 in August and $4,984 in October, 1984.

According to some accounts, the hardest hit have been big, late-model cars that pre-date the latest round of downsizing, such as the old General Motors C-body models that were replaced in the spring of 1984, but were sold

Please turn to Page 48, Col. 4

Rental car for those on a big budget

Budget Rent-A-Car outlets in (where else?) Beverly Hills and Marina del Rey, Calif., have added the ultimate daily rental cars to their fleets: Ferrari Testarossas, available to properly insured drivers over the age of 21 at $600 per day plus $1 per mile.

First time since 1976

Chrysler beats Ford on profits

By Michelle Krebs
Financial Editor

Chrysler Corp. surpassed Ford Motor Co. in third-quarter earnings for the first time in nearly a decade.

It was the the first time since the third quarter of 1976 that Chrysler has earned more than Ford, although during the recession Ford suffered some greater losses than Chrysler. In the third quarter of 1976, Chrysler had $76 million in profits compared with Ford's $42 million.

Chrysler, for the 1985 third quarter, had record earnings of $316.2 million, or $2.75 per share, surpassing the previous third-quarter peak of $261.6 million, or $1.88 per share, set in 1984.

"What is significant is that we earned almost all of that money in selling cars and trucks," Chrysler Chairman Lee Iacocca said. "I got a little scared last week when GM made over half a billion but lost money on the auto business. I sure hope that's not a sign of the times.

"We've been doing a little bit of our own diversifying, but we have to live or die on cars and trucks," he added.

While Chrysler set a record, Ford earned $3 million less than Chrysler with quarterly earnings declining 18 percent to $313.1 million. General Motors earned $516.5 million, up 24 percent, but GM reported an operating loss. Financing incentives and new-model costs were blamed.

Chrysler paid taxes in this year's third quarter but not in the third quarter of 1984. The company earned $451.8 million in pretax profits this year.

Quarterly sales also set a record of $4.5 billion, compared with the previous record of $4.1 billion in 1984.

Iacocca said the 7.5-percent financing incentives following the auto haulers' strike cost Chrysler about $150 million.

"Our incentives did what they were supposed to do—sell a lot of cars and trucks. And as expensive as they were, they generated enough additional volume to increase our profits," Iacocca said.

However, Iacocca said, the string of eight consecutive quarterly records may end in the fourth quarter, which included a five-day strike by Canadian workers and a 12-day strike by U.S. workers.

Iacocca said the strikes cost Chrysler between $150 million and $200 million, and as much as half may be made up before the end of this year or in the first quarter of 1986.

In addition, Iacocca called the new contracts with the UAW expensive ones which will absorb substantial amounts of Chrysler's cash in the fourth quarter with

Please turn to Page 45, Col. 5

UAW seeks NLRB vote at Honda Ohio plants

By Mary Connelly
Detroit Reporter

The UAW has filed for a union recognition election at Honda of America Mfg. Co. plants in Marysville, O.

An election could be scheduled within 30 to 45 days, according to the UAW. Union recognition would require a majority vote by the 2,300 to 2,500 production and maintenance workers.

Honda last week rejected a UAW recognition request delivered by the union Oct. 25. The union last Wednesday (Oct. 30) filed with the National Labor Relations Board for an election.

The company said it polled about 2,600 workers on three shifts last week and that 73.2 percent of those polled "advised the company to reject the union request and to let the union petition for an election if desired."

"Based on this consultation with our associates, we have said no to the UAW," said Shige Yoshida, executive vice president of the company.

Under federal law, the union can petition to hold a secret-ballot election if it can show that 30 percent or more of the workers in a plant have signed union cards. A majority vote is required in the recognition election to name the union as the workers' exclusive bargaining agent.

Joseph Tomasi, director of UAW Region 2B in Toledo, said wage and fringe benefits at Honda lag behind those paid unionized auto workers at General Motors, Ford Motor Co. and Chrysler Corp. He also cited health and safety issues and supervisor harassment as reasons to organize the plants.

The three plants include automobile and motorcycle assembly plants and an associated motorcycle engine plant in Anna, O. The Marysville plant produces the Honda Accord and will begin producing the Civic in 1986.

The UAW has been trying to organize Honda since 1981.

Asked if the UAW would seek a traditional or innovative contract such as the GM-UAW Saturn agreement if the union wins the election, Tomasi said, "That's difficult to answer right now. I'm not going to say now what kind of contract we'll be after."

Toyota said to favor site east of Toronto

By Richard Johnson
Detroit Reporter

Speculation is mounting that Toyota Motor Corp. has decided on a location about 90 miles east of Toronto for its planned Canadian assembly plant.

Indications are that an announcement confirming the new Canadian site will come within two weeks.

Reports abound north of the border that Toyota will build its $300-million (Canadian) facility in the area of Trenton and Belleville, situated roughly midway between Toronto and the national capital of Ottawa. The site is on the Bay of Quinte along the northern shore of Lake Ontario.

Toyota announced last summer that it will construct two new assembly plants in North America, a U.S. plant that will produce 200,000 passenger cars annually and a Canadian facility with annual capacity of 50,000 units. Both plants are expected to begin production in late 1988.

In the U.S., Toyota is reportedly eying sites in Kansas City, Kans., and Lebanon, Tenn. The Tennessee site is in the same region as General Motors' proposed Saturn facility and Nissan Motor Co.'s car and truck plant.

In Canada, Toyota has reportedly considered sites in several provinces, most notably Ontario, Quebec and British Columbia. But the Japanese auto maker may have settled on Ontario, in part because of accessibility to Japanese component outlets springing up to serve new and planned Japanese production sites in the U.S. Midwest.

Please turn to Page 48, Col. 1

Chrysler offers 8.6 on Lancer, LeBaron GTS

Chrysler Corp. last week jumped into the current round of financing incentives with an 8.6 annual-percentage-rate program on 1985 and 1986 Chrysler LeBaron GTS and Dodge Lancer models.

The "Buyer's Choice" program offers the 8.6 APR Chrysler Credit Corp. financing for 48 months, 9.5 APR financing for 60 months or a $500 cash rebate.

The rebate may be applied to the purchase price of the vehicle.

No termination date was announced for the program, and it may not be combined with any other program.

The Chrysler announcement was expected.

General Motors, Ford Motor Co. and American Motors all announced APR programs of their own at the beginning of October, when Chrysler was in the middle of contract negotiations with the UAW and production was in jeopardy.

At that time, industry analysts expected Chrysler to join the other auto makers following renegotiation of the contract with t' UAW.

The GM, Ford and AM' are due to expire in thi' could be extend

LAPHAM

index

Auction reports	35
Automotive World News	27
Classified advertising	36-44
Editorial page	10
Engineering	22
Obituaries	48
Production by makes	51
Registrations, car	31, 34
Truck highlights	18

60th year—No. 5099

AUTOMOTIVE NEWS (ISSN 0005-1551) is published weekly except semiweekly the fourth week in April at 1400 Woodbridge, Detroit, MI 48207. Second-class postage is paid at Detroit, MI and at additional mailing offices. Postmaster: Send address changes to AUTOMOTIVE NEWS, Circulation Department, 740 Rush Street, Chicago, IL 60611.

Automotive World News

Production overseas

BRAZIL

Cars

	8 mos. 1985	8 mos. 1984
Farus	0	23
Fiat Auto	61,826	61,738
Ford	94,013	97,579
General Motors	116,172	112,035
Gurgel	18	23
Puma	0	91
Sta Matilde	50	42
Toyota	0	97
Volkswagen	181,883	193,961
Total	453,962	465,589

Vans, trucks, buses

Agrale	530	354
Fiat Auto	21,376	23,906
Fiat Cam	112	285
Ford	26,641	25,086
General Motors	17,870	16,471
Gurgel	806	557
Mercedes-Benz	20,211	19,174
Puma	0	12
Scania	2,633	2,291
Toyota	1,541	2,095
Volkswagen	31,247	12,524
Volvo	2,222	1,210
Total	125,189	103,964
Total vehicles	579,151	589,553

JAPAN

Cars

	7 mos. 1985	7 mos. 1984
Daihatsu	97,882	103,704
Fuji	143,558	147,376
Honda	546,541	502,790
Isuzu	113,124	43,827
Mazda	455,999	465,322
Mitsubishi	322,415	306,011
Nissan	1,115,851	1,123,037
Suzuki	130,234	95,016
Toyota	1,532,187	1,459,453
Total	4,457,791	4,246,536

Vans, trucks, buses

Daihatsu	250,885	237,196
Fuji	190,640	180,683
Hino	38,153	35,346
Honda	94,608	88,092
Isuzu	211,966	185,306
Mazda	219,186	219,966
Mitsubishi	340,283	310,783
Nissan	409,602	383,792
Nissan Diesel	22,211	22,602
Suzuki	314,257	304,690
Toyota	219,186	219,966
Others	412	426
Total	2,768,027	2,570,503
Total vehicles	7,225,818	6,817,039

UNITED KINGDOM

Cars

	7 mos. 1985	7 mos. 1984
BL	286,455	214,898
Austin Rover	278,588	208,757
Range Rover	7,867	6,141
Carbodies	958	844
Ford	194,589	188,429
Jaguar	22,255	18,620
Lotus	531	516
Panther	76	251
Reliant	565	66
Rolls-Royce	1,376	1,181
Talbot	37,956	58,238
TVR	259	211
Vauxhall	94,210	77,213
Others	360	370
Total	639,590	560,837

Vans, trucks, buses

Bedford	36,178	31,940
BL	54,245	41,047
Austin Rover	15,162	9,684
Freight Rover	11,685	10,004
Land Rover	18,189	14,705
Leyland	9,209	6,654
ERF	1,280	1,050
Foden	281	474
Ford	69,743	64,455
Hestair Dennis	494	559
Metro Cammell Weymann	264	277
Renualt T.I.	3,155	2,454
Seddon Atkinson	1,023	1,027
Others	116	154
Total	166,823	143,566
Total vehicles	806,413	704,403

SPAIN

Cars

	6 mos. 1985	6 mos. 1984
Ford	129,568	139,652
General Motors	143,014	128,484
Peugeot SA	85,546	96,068
Citroen	37,001	51,702
Talbot	48,545	44,366
Renault	115,337	127,280
Seat	168,070	115,949
Total	641,535	607,433

Vans, trucks, buses

Enasa	4,319	5,135
Ford	5,777	4,440
Land Rover	10,881	5,500
Mercedes-Benz	5,256	5,241
Motor Iberica	13,645	9,536
PSA-Citroen	31,324	8,731
Renault	14,011	15,760
Seat	9,821	13,592
Setra	134	124
Total	95,168	68,061
Total vehicles	736,701	675,494

THE NETHERLANDS

Cars

	6 mos. 1985	6 mos. 1984
Volvo Car	51,923	54,792

Vans, trucks, buses

Bova	127	136
Daf	6,368	5,392
Dan Oudsten	0	19
FTF	11	13
Ginaf	3	5
Scania	3,365	3,441
Terberg	47	79
Volvo Car	97	99
Total	10,147	9,184
Total vehicles	62,070	63,976

Registrations overseas

UNITED KINGDOM

Cars

	9 mos. 1985	9 mos. 1984
Alfa Romeo	2,529	3,433
BL	273,875	252,650
Austin Rover	271,346	250,240
Range Rover	2,529	2,410
BMW	27,804	20,439
Daihatsu	3,582	4,041
Fiat Auto	46,652	41,136
Ford	394,659	410,472
FSO	4,969	4,434
GM-Vauxhall	250,233	237,602
Honda	15,130	15,003
Hyundai	4,099	3,900
Jaguar	6,733	6,200
Lada	11,610	12,752
Lotus	466	440
Mazda	13,205	13,565
Mercedes-Benz	15,224	11,752
Mitsubishi	9,751	8,291
Nissan	83,144	82,883
Peugeot SA	83,804	78,339
Citroen	22,004	20,737
Peugeot/Talbot	61,800	57,602
Reliant	532	90
Renault	59,588	49,442
Rolls-Royce	578	530
Saab	6,731	7,175
Skoda	7,895	9,040
Subaru	2,522	2,179
Suzuki	3,165	2,544
Toyota	28,342	25,988
VW-Audi Group	88,730	78,909
Audi	16,595	16,568
Volkswagen	72,135	62,341
Volvo	47,242	48,546
Yugo	6,575	4,588
Others	3,513	3,435
Total	1,502,932	1,439,991

SWEDEN

Cars

	9 mos. 1985	9 mos. 1984
Alfa Romeo	844	815
BMW	3,275	3,175
Daihatsu	1,024	689
Fiat Auto	5,662	4,999
Ford	22,287	19,420
GM-Opel	21,369	15,568
Honda	2,778	2,617
Jaguar	26	31
Lada	1,162	1,162
Mazda	8,665	8,138
Mercedes-Benz	7,447	4,195
Mitsubishi	1,894	1,236
Nissan	6,343	5,452
Peugeot SA	5,340	5,434
Citroen	2,288	2,578
Peugeot/Talbot	3,052	2,856
Porsche	375	246
Renualt	1,928	1,952
Saab	19,924	20,786
Skoda	275	227
Subaru	1,112	398
Suzuki	440	1
Toyota	8,191	6,337
VW-Audi Group	24,098	18,967
Audi	8,668	4,586
Volkswagen	15,430	14,381
Volvo	51,462	42,446
Others	36	17
Total	195,947	164,307

WEST GERMANY

Cars

	8 mos. 1985	8 mos. 1984
Alfa Romeo	5,760	9,245
Austin Rover	4,893	5,128
Bertone	330	650
BMW	102,132	111,745
Daihatsu	5,551	4,601
Fiat Auto	73,258	77,403
Ford	166,688	201,892
GM-Opel	257,226	280,553
Honda	26,829	28,187
Isuzu	2,369	1,921
Jaguar	1,664	1,276
Lada	5,686	6,253
Mazda	45,160	48,289
Mercedes-Benz	187,515	155,798
Mitsubishi	31,194	31,666
Nissan	45,074	43,227
Peugeot SA	65,905	70,028
Citroen	25,692	28,407
Peugeot/Talbot	40,213	41,621
Pininfarina	875	538
Porsche	8,391	8,177
Renault	56,220	61,645
Saab	2,252	2,718
Seat	2,953	3,315
Skoda	1,584	1,521
Subaru	6,992	4,737
Suzuki	12,388	10,092
Toyota	41,563	36,969
VW-Audi Group	460,534	455,300
Audi	93,347	99,090
Volkswagen	367,187	356,210
Volvo	9,608	10,820
Others	1,595	1,150
Total	1,632,189	1,674,844

AUSTRIA

Cars

	8 mos. 1985	8 mos. 1984
Alfa Romeo	1,544	1,931
Austin Rover	245	150
BMW	5,543	6,044
Daihatsu	506	531
Fiat Auto	10,046	11,508
Ford	17,179	15,829
GM-Opel	24,619	19,057
Honda	3,485	3,189
Lada	1,087	1,006
Mazda	14,721	15,670
Mercedes-Benz	6,497	4,749
Mitsubishi	3,532	3,255
Nissan	9,001	7,605
Peugeot SA	11,519	10,852
Citroen	4,953	4,690
Peugeut/Talbot	6,566	6,162
Porsche	363	362
Renault	7,690	7,400
Saab	230	315
Seat	815	542
Skoda	831	812
Subaru	2,291	1,407
Suzuki	996	902
Toyota	8,716	7,030
VW-Audi Group	38,370	28,626
Audi	7,619	5,082
Volkswagen	30,751	23,544
Volvo	2,363	2,504
Others	141	113
Total	172,312	151,589

DENMARK

Cars

	7 mos. 1985	7 mos. 1984
Alfa Romeo	226	213
Austin Rover	258	319
BMW	2,462	1,843
Dacia	574	659
Daihatsu	1,862	1,331
Fiat Auto	5,510	5,765
Ford	17,354	16,477
FSO	1,401	740
GM-Opel	18,674	13,842
Honda	1,293	1,013
Lada	2,613	2,988
Mazda	9,031	9,169
Mercedes-Benz	767	561
Mitsubishi	1,919	1,063
Nissan	5,318	5,199
Peugeot SA	6,615	6,916
Citroen	4,344	4,361
Peugeot/Talbot	2,271	2,555
Renault	848	448
Saab	1,180	1,179
Seat	309	0
Skoda	2,862	5,323
Subaru	114	139
Suzuki	337	34
Toyota	12,913	10,925
VW-Audi Group	8,073	6,504
Audi	564	435
Volkswagen	7,509	6,069
Volvo	4,192	4,084
Wartburg	865	750
Yugo	1,258	544
Total	108,877	98,657

JAPAN

Cars

	7 mos. 1985	7 mos. 1984
Daihatsu	61,518	68,125
Fuji	48,731	50,357
Honda	169,868	148,138
Isuzu	25,647	26,777
Mazda	112,919	131,672
Mitsubishi	105,650	123,859
Nissan	491,308	505,602
Suzuki	43,738	46,341
Toyota	804,742	772,634
Imports (all)	28,966	24,222
Total	1,894,087	1,897,727

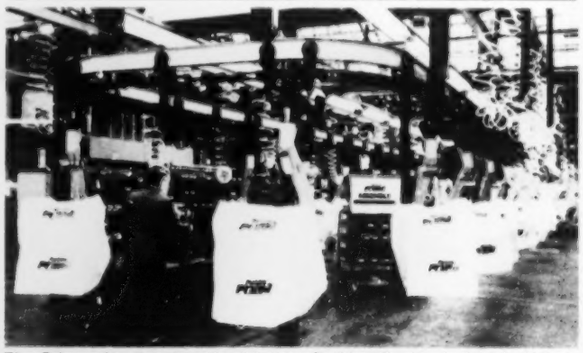
Vans, trucks, buses

Daihatsu	205,755	184,945
Fuji	137,286	131,231
Hino	23,556	23,804
Honda	76,443	83,817
Isuzu	72,326	72,204
Mazda	92,677	95,957
Mitsubishi	214,035	193,795
Nissan	167,520	170,313
Nissan Diesel	12,350	12,910
Suzuki	240,214	224,903
Toyota	215,250	216,134
Imports (all)	98	106
Total	1,457,510	1,410,119
Total vehicles	3,351,597	3,307,846

NORWAY

Cars

	7 mos. 1985	7 mos. 1984
Alfa Romeo	130	40
BMW	2,381	1,321
Daihatsu	766	420
Fiat Auto	3,610	3,041
Ford	12,808	9,620
GM-Opel	12,488	7,548
Honda	2,378	1,774
Isuzu	79	9
Jaguar	21	0
Lada	1,517	1,610
Mazda	7,306	7,268
Mercedes-Benz	1,470	1,036
Mitsubishi	3,119	2,271
Nissan	5,442	3,545
Peugeot SA	4,538	3,993
Citroen	1,520	1,321
Peugeot/Talbot	3,018	2,672
Renault	600	252
Saab	1,535	1,488
Skoda	378	290
Subaru	1,320	624
Suzuki	143	17
Toyota	9,610	5,408
VW-Audi Group	10,537	6,338
Audi	2,110	1,267
Volkswagen	8,427	5,071
Volvo	6,820	4,956
Others	38	133
Total	89,034	63,002



The Prima diesel makes its debut at Perkins Engines' plant in Peterborough, England. The 300 pre-production engines will be tested by ARG.

Prima of the diesel crop

Perkins begins production of new engine

Production of what is said to be the world's first high-speed direct injection diesel engine is underway at the Peterborough, England, factory of Perkins Engines.

A pre-production run of 300 engines, which has been jointly developed by Perkins and BL's Austin Rover Group, are being built prior to full production early next year.

Austin Rover is expected to offer the engine in its mid-range Maestro and Montego models. Technical details of the engine and its performance, are still secret but it is said to be a four-cylinder of 2 liters displacement.

Gordon Mitchell, Perkins vehicle operations manager, says the engine's economy will be highly acceptable. "Diesels already offer 25 percent improved on-the-road economy compared with similarly powered gasoline engines, and we can improve on that."

Perkins refers to the engine as Prima. It will assemble and test them at Peterborough from major machined components supplied by Austin Rover' Longbridge factory.

Prima is understood to be a diesel adaptation of Austin Rover's O-series gasoline engine. The development contrasts with a similar scheme which Perkins began with another BL division, Land Rover. That was to make a diesel out of Land Rover's gasoline V8, but the Iceberg, as it was known, melted during technical development. Land Rover is now planning to buy someone else's diesel engine for use in the luxury Range Rover station wagon.

The need for manufacturers to offer a competitive diesel alternative in passenger cars in Europe may not be fully appreciated in North America. Diesel demand continues to grow in Europe. One in every eight new cars last year was a diesel, and the demand has not slowed this year. It has been particularly marked in the largest national market, West Germany, where the emission debate accelerated the trend.

At the end of August the proportion of diesel-powered cars registered this year in West Germany was 20.6 percent, compared with 12.5 percent one year earlier. In France it was nearly 15 percent compared with just over 12 percent. In Italy more than 25 percent of all new cars are diesels.

Of the four large European markets, only UK has a small diesel penetration — though it is growing dramtically thanks to domestic makers like Ford and Vauxhall.

Perkins, Austin Rover's partner in the Prima project, manufactured its 10-millionth engine Oct. 7. The company was founded 53 years ago by Frank Perkins and fellow engineer Charles Chapman.

Perkins' plant in the Peterborough suburb of Eastfield covers 150 acres, is said to be the largest engine plant in the world. The site was acquired in 1937 for 2,780 pounds (equivalent to about $3,900 today). Worldwide production last year surpassed 388,000.

The company, among the world's leaders in diesel power, builds engines ranging from 30 HP to 1,200 HP. Engines are in three, four, six, eight and 12 cylinder configurations, in both in-line and vee layouts.

NEW-CAR MARKET SHARES IN U.S.

	AUGUST					EIGHT MONTHS				
	Regis., August, 1985	Percent Share of Market	Regis., August, 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84	Regis., 8 Mos., 1985	Percent Share of Market	Regis., 8 Mos., 1984	Percent Share of Market	Pct. Pt. Change '85 vs. '84
Chevrolet	134,947	14.57	128,336	15.07	−0.50	1,044,710	14.64	1071,878	15.83	−1.19
Ford	99,966	10.79	102,110	11.99	−1.20	913,873	12.81	841,315	12.43	+0.38
Oldsmobile	88,729	9.58	85,795	10.07	−0.49	712,571	9.99	739,052	10.91	−0.92
Buick	71,113	7.68	79,111	9.29	−1.61	573,827	8.04	612,674	9.05	−1.01
Pontiac	61,127	6.60	59,144	6.94	−0.34	500,687	7.02	467,190	6.90	+0.12
Mercury	43,623	4.71	43,356	5.09	−0.38	348,981	4.89	340,132	5.02	−0.13
Dodge	35,311	3.82	27,182	3.19	+0.63	296,133	4.15	237,218	3.50	+0.65
Chrysler	31,795	3.43	27,804	3.27	−0.16	243,646	3.42	205,883	3.04	+0.38
Cadillac	27,464	2.97	26,275	3.09	−0.12	196,904	2.76	202,931	3.00	−0.24
Plymouth	25,325	2.73	19,787	2.32	+0.41	227,563	3.19	187,767	2.87	+0.41
Lincoln	13,392	1.45	12,311	1.45	−0.00	104,578	1.47	92,571	1.37	+0.10
AMC	9,721	1.05	12,719	1.49	−0.44	86,460	1.21	121,427	1.79	−0.58
GENERAL MOTORS	383,380	41.40	378,661	44.46	−3.06	3,028,699	42.45	3,093,725	45.69	−3.24
FORD MOTOR CO.	156,981	16.95	157,777	18.53	−1.58	1,367,432	19.17	1,274,018	18.82	+0.35
CHRYSLER CORP.	92,431	9.98	74,773	8.78	+1.20	767,342	10.76	630,868	9.32	+1.44
AMC	9,721	1.05	12,719	1.49	−0.44	86,460	1.21	121,427	1.79	−0.58
IMPORTS	283,516	30.62	227,758	26.74	+3.88	1,884,065	26.41	1,650,289	24.38	+2.03
MISC. DOMESTIC	30	0.00	27	0.00	−0.00	161	0.00	187	0.00	−0.00
TOTAL	926,059		851,715			7,134,159		6,770,514		

Automotive News analysis of new-car registrations based on R.L. Polk & Co. statistical report. New York, Oklahoma for 1984 and Oklahoma for 1985 from manufacturers' sales records.

Imports up 24 pct.; domestics gain 3 pct.

August registrations best since '78

By Jenny L. King
Detroit Reporter

New-car registrations in August were the highest for that month since 1978's record performance. Imports, up nearly four percentage points, once again outgained the domestics, caught in a lethargic market much of the calendar year.

Domestic registrations, reported at 642,543 by R.L. Polk & Co., were up 2.98 percent from 623,957 in August a year earlier. They were off 2.41 percent from the July tally of 658,395.

Table on Page 34

Imports were up 24.48 percent August to August, to 283,516 from 227,758. They captured 30.62 percent of the market compared with 26.74 percent a year ago.

Total August registrations of 926,059 were up 8.73 percent from 851,715 in 1984. It was the best August since record registrations of 1,060,588 were reported in 1978.

Chrysler Corp. was the sole domestic corporation to push its share of the market above the year-ago level. General Motors yielded 3.06 percentage points, Ford Motor Co. was off 1.58 percentage points and American Motors dropped 0.44 percentage points.

Chrysler's steady sales growth boosted the company to 9.98 percent of the total new-car market. A year earlier, it had 8.78 percent. GM tumbled to 41.40 percent from 44.46 percent. Ford dropped to 16.95 percent from 18.53 percent, and AMC had a modest 1.05 percent, down from 1.49 percent in 1984.

The 30 miscellaneous domestic cars registered were too few to earn a significant part of a percentage point either year.

Looking at domestics alone, the August, 1985, market was divided in the following manner: GM had 59.67 percent, Ford had 24.43 percent, Chrysler had 14.39 percent and AMC had 1.51 percent. A year earlier, GM had 60.69 percent, Ford had 25.29 percent, Chrysler had 11.98 percent and American Motors had 2.04 percent.

The imports' 30.62-percent share of the market made them easily the largest single group. Intermediates were second at 24.61 percent, followed by compacts at 16.22 percent, subcompacts at 10.67 percent, standards at 9.11 percent and luxury models at 8.77 percent.

The domestics-only market-class breakout featured intermediates at 35.47 percent, compacts at 23.39 percent, subcompacts at 15.38 percent, standards at 13.12 percent and luxury cars at 12.64 percent.

Total new-car registrations at the end of eight months were up 5.37 percent from the comparable 1984 period, climbing to 7,134,159 from 6,770,514. The domestic figure of 5,250,094 was up 2.54 percent from 5,120,225 a year earlier; it was up 25.76 percent from 4,174,772 in 1983.

New import registrations were up 14.17 percent, to 1,884,065 this year from 1,650,289. Their share of the market increased by 2.03 percentage points, moving up to 26.41 percent from 24.38 percent.

For the eight months, GM lost 3.24 percentage points, plunging to 42.45 percent from 45.69 percent. Ford was up 0.35 percentage points, to 19.17 percent from 18.82 percent. Chrysler advanced 1.44 percentage points, finishing August at 10.76 percent compared with 9.32 percent a year earlier. AMC was down 0.58 percentage points, to 1.21 percent from 1.79 percent.

Avanti has Nov. 25 deadline for filing reorganization plan

By Edward Lapham
Marketing Editor

Avanti Motor Corp. has until Nov. 25 to develop a reorganization plan, or face liquidation.

Under the terms of an agreed order entered in Federal Bankruptcy Court in South Bend, secured creditor 1st Source Bank can force liquidation of the car maker, or propose its own reorganization plan, if Majority Shareholder Stephen H. Blake, his investor group and the unsecured creditors committee fail by then to produce an acceptable plan to keep the company going and repay the bank.

Avanti owes the bank more than $3 million.

Under the terms of the order, the reorganization plan must be confirmed by the bankruptcy court by Jan. 16.

The stipulated order also allows the company to continue selling cars and parts until Nov. 25.

The new deadline and the terms of the order further limit the company's options through a series of restrictive covenants.

They included Avanti assigning the bank corporate power of attorney, agreeing to appointment of an auditor plus agreements by Blake on behalf of himself and the company not to sue the bank, its officers or directors.

The stringent covenants also seem to all but kill Avanti's plan to move assembly operations to the Detroit area.

The agreed order was the result of negotiations by concerned parties. Avanti was in technical default of earlier covenants and an order which had a deadline of Sept. 30 for a reorganization plan.

C.P.A.'s VS. I.R.S.

We back them.
They back us.
We back you.

LIFO SYSTEMS, INC.
1600 Airport Freeway
Bedford, Texas 76022

1-800-992-LIFO

FIERO TARGA STYLE TOP
by Autodyne of Lincoln Park, MI.

• The only targa-type top to be shaker tested numerous times by the factory • Highly acclaimed by the Pontiac Wide Track newspaper, and other G.M. papers • State of the art bolt-on body reinforcements—no welding is necessary • SMC top stores on production luggage rack, using positive mechanical fasteners. Folding soft top available soon • 20 months in the development, to produce the finest conversion kit available. VHS tape and installation manual included in first kit.

BUILDERS NEEDED Call Bud Sawdy, **313-781-5404**

Dyna-Kote Auto Paint & Chrome Shield and Restorer.

NOW, **NEW & TOUGHER!**

T.T.T.

Tougher Than Teflon* *
New and improved with
3-D POLYMER PACKAGE
FROM DOW CORNING.
*IN PAINT & CHROME SEALANT

Dyna-Kote protects your vehicle against:

- pollution
- ultra-violet sun rays
- ice and snow
- rain
- road salt
- dirt and grime
- humidity
- weather induced oxidation

For more information call or write:
Dealer Chemical Corp.
8550 Pendleton Pike
Indianapolis, IN 46226
800-428-7227

Now 5 Year Warranty

dyna-kote® AUTO
Paint & Chrome Restorer
DISC

There's a gleam in corporate eyes

New lights stir auto interest

Continued from Page 22

able in a wide variety of colors and shapes. They backlight liquid crystal diode displays, membrane switches, keyboards and computer displays. The growing number of hopefuls in the field is convinced they'll be used extensively in vehicle instrument panels and controls.

The facts that EL installations are thin, compact and cool are important to instrument-panel designers. Space is limited and growing more so, of course. And, using today's lighting technology, light pipes—tubes through which light passes—must be molded into plastic panels, a tough and costly job of design and production.

Too, heat is a natural enemy of plastic and, as more items are added to panels, heat becomes a more critical problem, those in the field say.

"The versatility of electroluminescence is incredible," said Rodney Reck, president of Loctite's EL.

"It's used for costumes in the Broadway musical Cats, for Exit and other signs; for intricate instrument faces and many other applications. It can be built right into the construction of an automotive dashboard," Smith said.

In addition to dashboards, EL offers designers new options in creating new lighting for switch panels, logos, accessories and environmental comfort controls.

Loctite's Smith sees EL lights as being more reliable and serviceable than the more complex systems such as vacuum fluorescent, liquid crystal, gas discharge and cathode ray techniques.

"The design potential of EL is unlimited," he said. "The effects are functionally and aesthetically remarkable. Because of its simplicity, EL is superior in cost, reliability, beauty and low power requirements."

He expects about half a dozen EL applications per car during the next few years. They are used now as coach lights and switch panel lights.

"To earn a bigger future in auto displays, EL must develop greater daylight viewing brightness," he said.

A bright EL light under night viewing conditions is working at a level of one or two foot-Lamberts of brightness. For daylight viewing, the same light must operate at a level of 120 foot-Lamberts.

"We achieve this spread by changing the power to the lamps," Smith said. "There's a trade-off between brightness and longevity. The brightest lights are needed for warnings which are used only for short periods of test or fault indication."

Current auto display standards still are built around incandescent bulbs, Smith said. "EL lights have greater overall area visibility but no single-point intensity," he said. "Some new thinking is needed here," he said.

Another area in which the industry needs to alter its thinking is in heat standards, Smith said.

"Many tests are geared to high heat because of the combined ambient temperature and heat generated by bulbs and electronics. ELs generate no heat so such standards are inapplicable," he said.

Smith said Loctite got into the EL business because of what he calls "the right chemistry." Beyond chemistry, Loctite is making advances in EL manufacturing methods based on its expertise in automation and electronics, he said. Smith said EL's soft, glare-free qualities and its aesthetic characteristics will be used in coming car designs.

"Instrument panels will be reduced to one-quarter-inch thick units with no bulbs and no heat to dissipate. The EL lights will be found throughout the car as courtesy lights, logo lights and in other decorative uses," the Loctite executive said.

Loctite said the history of electroluminescence goes back to 1936 when French Scientist Gerard Desriau first worked with zinc sulfide crystals. Current designs are refinements of Desriau's basic development.

When phosphors are mixed with other materials, they produce changes in color, the company said. Light originates from distinct spots within each phosphor grain and is affected by grain structure, excitation voltage, frequency and temperature. Mixing and doping increase brightness and life.

The layering of electrodes, insulators, phosphors and moisture barriers is similar to capacitor designs with the exception that EL lights are flat. It would be correct to describe them as light-emitting capacitors, the company said.

25 with Cadillac

Neill Lehr Sr., right, Neill Lehr Cadillac, Inc., Northridge, Calif. receives a 25-year-dealer award from C.J. Gallacher, Cadillac's Los Angeles zone manager.

EDS reports quarterly profit of $52 million

DALLAS.—Electronic Data Systems Corp., General Motors' computer services subsidiary, reported earnings of $51.9 million on sales of $921.9 million for the third quarter.

That compares with income of $20.7 million on sales of $239.0 million for the same quarter a year ago, which was before GM purchased EDS.

EDS received $668.7 million in revenue from GM. GM business in the same year-ago quarter amounted to only $15.5 million. EDS began taking over GM's data processing operations in July, 1984.

Revenues from non-GM customers amounted to $242.3 million, up 12 percent from $217.1 million in the same quarter a year ago.

For the first nine months of 1985, EDS had income of $132.4 million on sales of $1.6 billion. That compares with profits of $57.6 million on sales of $666.7 million in the 1984 period.

Pa. dealers slate Arizona meeting

HARRISBURG, Pa.—The fall business conference of the Pennsylvania Automotive Assn. will be held Nov. 9-13 at Marriott's Camelback Inn, Scottsdale, Ariz.

Speakers will include William J. Symes, NADA president and head of Symes Cadillac, Pasadena, Calif., and Robert Monteith, president of Security Pacific Corp., Westlake Village, Calif.

Also on the program will be Lee Galles, president of Competitive Edge, Inc., Albuquerque, and owner of an Oldsmobile-Isuzu dealership.

AUTOMOTIVE NEWS ANALYSIS OF NEW-CAR REGISTRATIONS

Based on R. L. Polk & Co. Statistical Report
AUGUST, 1985 VERSUS AUGUST, 1984

	1985 Month	1985 Year	1984 Month	1984 Year
AMC Alliance FWD	5,291	46,433	6,770	62,767
Encore FWD	3,534	31,583	4,855	45,949
Eagle 4WD	157	1,813	210	2,581
Eagle 4WD SW	739	6,631	884	10,130
TOTAL AMC	9,721	86,460	12,719	121,427
Chrysler Laser FWD	3,751	36,599	4,200	35,838
LeBaron GTS FWD	7,076	42,465	0	0
LeBaron FWD	6,784	55,788	7,769	58,734
LeBaron SW FWD	612	4,888	809	6,678
E Class-NY FWD	4,707	37,771	6,326	53,313
NY Fifth Ave-Newpt	8,865	66,135	8,700	51,320
Imperial	0	0	0	0
Total	31,795	243,646	27,804	205,883
Plymouth Horizon FWD	5,068	59,595	5,840	50,411
Turismo FWD	3,774	38,604	4,185	31,466
Reliant FWD	9,771	70,189	5,867	68,822
Reliant SW FWD	3,154	22,618	2,649	26,638
Caravelle FWD	2,392	23,834	0	0
Gran Fury	1,166	12,723	1,246	10,430
Total	25,325	227,563	19,787	187,767
Dodge Omni FWD	4,296	50,569	5,300	43,679
Charger FWD	3,911	41,361	4,520	34,444
Daytona FWD	3,869	34,422	3,394	29,542
Aries FWD	8,643	58,553	4,614	52,290
Aries SW FWD	3,100	18,609	2,044	21,398
Lancer FWD	4,628	29,836	0	0
600'84/400'83 FWD	4,080	37,913	4,706	39,409
Diplomat	2,784	24,870	2,604	16,456
Mirada	0	0	0	0
Total	35,311	296,133	27,182	237,218
TOTAL CHRYSLER CORP.	92,431	767,342	74,773	630,868
Ford Escort FWD	25,029	203,776	21,274	171,539
Escort SW FWD	6,211	51,977	6,231	54,815
EXP FWD	1,005	16,851	2,594	18,132
Tempo FWD	18,100	192,215	20,635	166,624
LTD	8,879	99,969	10,260	92,274
LTD SW	2,152	27,254	3,804	36,346
LTD Crn. Victoria	11,184	91,815	12,355	92,371
LTD Crn. Victoria SW	1,895	17,177	1,848	19,913
Mustang	11,689	106,944	11,184	87,688
Thunderbird	13,822	105,895	11,925	101,613
Total	99,966	913,873	102,110	841,315
Lincoln Town Car	9,333	71,645	6,494	51,063
Mark VII	1,770	13,685	1,966	21,592
Continental	2,289	19,248	3,851	19,916
Total	13,392	104,578	12,311	92,571
Mercury Lynx FWD	6,152	43,861	4,067	33,801
Lynx SW FWD	1,072	9,183	1,053	9,199
LN7 FWD	0	0	0	0
Capri	1,474	10,450	1,347	12,368
Zephyr	0	0	0	0
Topaz FWD	4,250	51,481	5,798	48,403
Marquis	6,232	56,069	8,050	58,600
Marquis SW	674	6,267	990	8,463
Grand Marquis	11,630	81,415	11,075	82,992
Grand Marquis SW	927	8,066	1,210	10,639
Cougar	11,212	82,189	9,766	75,667
Total	43,623	348,981	43,356	340,132
Lincoln-Mercury Division Total	57,015	453,559	55,667	432,703
TOTAL FORD MOTOR CO.	156,981	1,367,432	157,777	1,274,018
Buick Skylark FWD	2,269	55,086	7,392	67,631
Skyhawk FWD	6,885	56,137	11,493	76,405
Skyhawk SW FWD	450	4,231	1,135	7,388
Somerset Regal FWD	3,402	60,602	0	0
Century FWD	19,767	128,009	15,329	116,409
Century SW FWD	2,103	17,112	2,365	19,697
Regal	10,792	71,071	16,282	132,557
LeSabre	9,558	84,613	12,789	94,137
Electra	0	0	1,092	33,160
Electra FWD	10,299	53,715	6,325	22,127
Buick SW	740	8,880	1,203	9,634
Riviera FWD	4,848	34,371	3,706	33,529
Total	71,113	573,827	79,111	612,674
Cadillac DeVille	58	1,665	6,408	71,943
DeVille FWD	11,087	62,390	5,743	17,690
Cimarron	1,890	14,033	1,584	11,891
Fleetwood & Chassis	3,593	31,466	2,073	26,889
Fleetwood FWD	3,489	22,274	2,238	7,483
Eldorado FWD	4,905	43,863	5,553	44,211
Seville FWD	2,442	21,213	2,676	22,824
Total	27,464	196,904	26,275	202,931
Chevrolet Nova	4,321	8,619	0	0
Chevrolet Chevette	11,867	81,715	13,466	120,114
Camaro	18,781	138,479	18,341	137,414
Cavalier FWD	27,004	231,593	25,665	188,224
Cavalier SW FWD	5,629	52,392	7,749	59,862
Citation FWD	2,701	39,258	5,373	66,784
Celebrity FWD	25,471	175,318	17,459	155,262
Celebrity SW FWD	8,218	56,265	8,145	63,736
Monte Carlo	8,389	74,848	8,920	87,705
Impala	3,679	33,801	4,602	36,650
Caprice	11,457	90,011	11,463	97,377
Chevrolet SW	4,377	36,607	5,013	40,280
Corvette	3,053	25,804	2,140	18,470
Total	134,947	1,044,710	128,336	1,071,878
Oldsmobile Omega FWD	0	0	2,906	30,546
Firenza FWD	2,518	29,427	4,549	31,761
Firenza SW FWD	602	6,752	1,156	9,508
Calais FWD	4,845	77,267	0	0
Cutlass Ciera FWD	25,128	187,514	17,691	143,036
Cutlass Ciera SW FWD	3,244	27,947	3,808	29,933
Cutlass Supreme-Calais	18,721	142,936	20,856	225,899
Delta 88	16,526	125,866	20,721	159,486
98	0	0	447	36,243
98 FWD	12,264	76,305	7,893	25,135
Oldsmobile SW	1,986	15,381	2,380	20,808
Toronado FWD	2,895	23,176	3,388	26,697
Total	88,729	712,571	85,795	739,052
Pontiac 1000	1,756	14,583	2,404	18,526
Firebird	9,084	70,601	9,396	69,657
Sunbird FWD	8,331	71,879	10,958	76,631
Sunbird SW FWD	605	5,419	1,098	8,269
Grand Am FWD	2,119	60,721	0	0
Phoenix FWD	0	0	1,214	9,956
Bonneville	4,466	34,470	5,303	46,944
6000 FWD	13,363	89,984	8,058	69,462
6000 SW FWD	1,911	10,713	1,565	13,556
Grand Prix	5,157	36,827	6,009	51,161
Parisienne	4,933	32,018	3,648	25,306
Pontiac SW	1,455	9,912	1,389	10,623
Fiero	7,947	63,560	8,102	67,099
Total	61,127	500,687	59,144	467,190
TOTAL GM CORP.	383,380	3,028,699	378,661	3,093,725
Miscellaneous Domestic	30	161	27	187
Domestic Station Wagon Total	51,856	424,281	58,528	497,513
Domestic Grand Total	642,543	5,250,094	623,957	5,120,225
Import Total	283,516	1,884,065	227,758	1,650,289
Grand Total All Registrations	926,059	7,134,159	851,715	6,770,514

Automotive News analysis of new-car registrations based on R. L. Polk & Co. statistical report. Manufacturers' sales records used for compiling Oklahoma in 1985 and New York and Oklahoma in 1984.

factories list auction dates

American Motors

Nov. 5—Aptco Auto Auction, Taylor, Mich., and High Point Auto Auction, High Point, N.C.

Nov. 6—Kansas City Auto Auction, Kansas City; Mid-States Auto Auction, South Bend, and Metro Milwaukee Auto Auction, Caledonia, Wis.

Nov. 7—Evansville Auto Auction, Evansville, Ind; Northway Exchange, Clifton Park, N.Y., and Minneapolis Northstar Auto Auction, Shakopee, Minn.

Nov. 8—Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 12—Arena Auto Auction, Chicago; D-A Auto Auction, New Stanton, Pa., and American Auto Auction, Walpole, Mass.

Chrysler Corp.

Nov. 5—Hatfield Auto Auction, Hatfield, Pa.; Arena Auto Auction, Chicago, and Florida Auto Auction of Orlando, Orlando, Fla.

Nov. 6—Southern Auto Auction, Warehouse Point, Conn.; Columbus Auto Auction, Obetz, O.; South Seattle Auto Auction, Kent, Wash., and Southwest Auto Auction, Phoenix.

Nov. 7—Atlanta Auto Auction, Red Oak, Ga., and Fredericksburg Auto Auction, Fredericksburg, Va.

Nov. 12—Hatfield Auto Auction, Hatfield, Pa.; Aptco Auto Auction, Taylor, Mich.; Golden Gate Auto Auction, Fremont, Calif., and NuCarPrep System, Santa Fe Springs, Calif.

Ford Motor Co.

Nov. 5—Harrisburg Auto Auction, Harrisburg, Pa., and Indianapolis Auto Auction, Indianapolis.

Nov. 6—Lakeland Auto Auction, Lakeland, Fla.; Metro Auto Auction of Kansas City, Lee's Summit, Mo., and Brasher's Southern California Auto Auction, Fontana, Calif.

Nov. 7—Skyline Auto Exchange, Fairfield, N.J.

Nov. 13—Columbus Fair Auto Auction, Obetz, O.; Concord Auto Auction, Acton, Mass., and Salt Lake Auto Auction, Salt Lake City.

General Motors

Nov. 5—Dallas Auto Auction, Dallas.

Nov. 6—Golden Gate Auto Auction, Fremont, Calif., and Hatfield Auto Auction, Hatfield, Pa.

Nov. 7—Aptco Auto Auction, Taylor, Mich., and Floyd Hauhe Auto Auction, Bridgeton, Mo.

Nov. 12—Denver Auto Auction, Englewood, Colo., and Florida Auto Auction of Orlando, Orlando.

Used Car Sales
Auction Averages

Oct. 1985	$4,759
Month ago	$4,268
Year ago	$5,185

Model Breakdown
Auction Averages

	OCT 1985	SEPT 1985	AUG 1985
1985	$9,706	$10,176	$11,068
1984	$6,891	$7,430	$7,766
1983	$6,047	$6,177	$5,923
1982	$4,870	$4,860	$5,094
1981	$3,591	$3,991	$4,228
1980	$2,896	$3,008	$3,165
1979	$2,404	$2,519	$2,585
1978	$1,765	$1,848	$2,099
Overall Average	$4,759	$4,883	$5,172

used-car auction directory

Display Rates: $82.00 per column inch (minimum space 1 inch on 1 column). Listing Rates: (Maximum: Four lines of type—1 time, $26.00; 13 times, $24.00; 26 times, $22.00; 52 times, $19.00. For Frequency Display Rates contact Classifieds, Automotive News, 1400 Woodbridge, Detroit 48207. Phone (313) 446-6065. Closing: 12 days in advance.

AUCTION SCHOOLS

Mendenhall School of Auctioneering. America's Top-Quality Auction School. Vet Ap. Free Cat. Write or Call. P.O. Box 7344, High Point, N.C. 27264. (919) 887-1165.

ARIZONA

Southwest Auto Auction. Lease/fleet accounts and bank repos welcome. Member NAAA and NAFA. 3420 South 48th St., Phoenix, 602-894-2211. Since 1971.

COLORADO

Denver Auto Auction, 4285 South Santa Fe, Englewood, Colorado 80110. Sale every Wednesday, 11 a.m sharp! 303-761-1410.

FLORIDA

Lakeland Auto Auction, I-4, SR 33, P.O. Box 3806, Lakeland, Florida. Sale every Wednesday. 813-984-1551. "Profit the Lakeland way."

FLORIDA

Sanford Auto Auction. I-4 St. Rd. 46 Exit, 51 E., P.O. Box 997, Sanford, FL. Sale every Thurs. at 12:30. Ph: 305-323-4090. Fastest growing auction in the Southeast.

FLORIDA

Gulf Coast Auto Auction, 1319 61st Ave. E., Bradenton, Fla. 34203. 813-756-8478. Complete service fleet & lease accounts. Contact: J. Omar Landis, Henrietta Letty.

ILLINOIS

Greater Chicago Auto Auction. Every Thursday—1 P.M. Sharp. 800—1,000 cars & trucks. 312-597-3600.

INDIANA

Evansville Auto Auction & Recon Center— Fleet & Lease car specialist—Nationwide pickup. 812-425-4576. P.O. Box 2409, Evansville, Indiana 47714.

LOUISIANA

Bob French's Shreveport Auto Auction. 1315 Grimmet Drive, Shreveport, La. 318-222-5784. Thurs. 1 P.M. We cater to Lease & Fleet accounts. Since 1953.

MAINE

M.A.D.E. Auto Auction. Exit 11 Maine Turnpike, Gray, Maine. 4-lane, sale Tues. at noon, Weds. to 7 PM. Fleet-lease-pickup recon for N.E.A. J.C. Heim, 207-657-2000.

MINNESOTA

WEDNESDAY 12 NOON SALE DAY
Nov. 6—Giant Truck Sale, 12 Noon.
Nov. 13— Chrysler Factory Sale at 11 A.M. Import Sale at 12 Noon
6 Lanes of Selling
Minneapolis Auto Auction
1125 Nathan Lane North
Minneapolis, MN 55441
612/546-2403
The Auction with the Action!!

MISSOURI

Floyd Hauhe Auto Auction & Recon Ctr.—fleet & Lease car spec.—Nationwide pickup. 314-739-1300. 12000 St. Charles Rd., Bridgeton, St. Louis, MO 63044.

NEW JERSEY

WE SELL FOR THE COUNTRY'S LEADING LEASING CO.'s • FLEETS BANKS • FORD MTR. CO. • GMAC
SKYLINE AUTO AUCTION
100 Route 46, Fairfield, N. J. 07006
(201) 227-0100
6 Lane Selling Every Tuesday

NEW YORK

Northway Exchange, Inc., Rte. 146, Clifton Park, N.Y. Auction, 518-371-7500; Recon, 371-7800. Northeast's Finest - Every Thursday, 11:30 A.M. sharp.

OHIO

Ohio Auto Auction. The Tuesday sale. 3905 Jackson Pike, Columbus, Ohio. Call: 614-871-2771

OHIO

Wednesday Auto Auction. Exit 49 on I-270, Columbus, Ohio. Every Wednesday. Call: Area 614-497-2000.

OHIO

Cincinnati Auto Auction. We service fleet & lease co's. Recon facilities, p.u. & del., 300 mi. Reg. sale Fri., 12 noon. Repossessed car sale 2nd & 4th Thur. 513-874-9310.

OREGON

Portland Auto Auction. Fleet & lease accts. welcome, repos, etc. The West's best. Call: Bert, 503-286-3000. 3000 No. Hayden Island, Portland, Oregon 97217.

PENNSYLVANIA

Hatfield Auto Auction, Route 309, Box 309, Hatfield, Pa. 215-822-1935. Every Tuesday-11 A.M. Pickup service.

PENNSYLVANIA

P A D E — Every Wednesday — SERVING DEALERS AND FLEETS SINCE 1957
Pennsylvania Auto Dealers' Exchange, Inc.
P.O. BOX 41 YORK, PA 17405
PHONE (717) 266-6611

SOUTH CAROLINA

Bruce Auto Auction & Recon Center—Fleet and Lease car and truck disposal our thing. AAA credit. 803-242-3090, Greenville, South Carolina.

PENNSYLVANIA

GARDEN SPOT AUTO AUCTION
EPHRATA, PA.
SALE TUESDAY, 10:30 A.M.
FULL SERVICE AUCTION
Out of state fleet & lease accounts welcome
Contact: **J. Omar Landis, Jim Landis**
P.O. BOX 501, EPHRATA, PA. 17522
717-733-7917

TEXAS

Fort Worth Auto Auction. 2245 Jacksboro Hwy., Ft. Worth, TX 76114. Sale every Thursday. Contact: Frank Post, 817-626-5494.

WASHINGTON

So. Seattle Auto Auction. The lease & Fleet Specialists. Bob McConkey, Jr., 1-800-872-6800. P.O. Box 5189, Kent, Washington 98064.

NEW YORK

GRAND OPENING
Celebration
Thursday, November 7th, 11:30 AM
WESTBURY RACEWAY AUTO AUCTIONS, INC. DBA
KONNERS N.Y. AUTO AUCTION
Konners' Brand New, 6 Lane Auto Auction Facility is the Newest in the Tri-state area.

- **Fully Air Conditioned**
- **Ten Paved Acres**
- **Total 24 Hour Security**
- **Export Buyers and Sellers**
- **Fleets and Utilities**
- **Leasing Companies**
- **Cars, Trucks, Special Purpose Vehicles**
- **Reconditioning Facilities**
- **500 Mile pick up radius**

6 Lane Selling Every Thursday!

WESTBURY RACEWAY AUTO AUCTIONS, INC. DBA
Konners NY Auto Auction
500 Oak Point Avenue (at Barry Street)
Hunts Point, Bronx, NY 10474
1·(212)·589·9114

Eat at Famous McAnn's
Restaurant on the premises. Clean, Comfortable sit down eating daily.

Opening Day Sweepstakes
WIN $1500 1ST PRIZE
2ND PRIZE $1000
1 - $500 PRIZE

TIME AUTO TRANSPORT
1-800-624-2021
313-545-2200 or 305-463-7024
or New Jersey 201-370-2070
1. 48 State ICC Auto Transp. Co.
2. Floating truck fleet covering 48 states
3. Fast, Competitive, Dependable Service

1-800-624-2021

PLANNING A BIG SALE . . . PLACE YOUR AD IN THIS SECTION!

GM additions spark increase

U.S. model total rises to 313; tops since '75

Continued from Page 1

Chevrolet Citation and Buick Skylark X-cars. Production of the Chevy-Buick X-cars ended last May, but they were kept in the model count because they were still available in the showrooms.

GM made the most extensive changes in its model lineup. The Buick Skyhawk and Chevrolet Cavalier lines were expanded, and four-door sedans were added to the coupes in the GM20 series—Pontiac Grand Am, Buick Somerset and Oldsmobile Calais. Buick saved the Skylark name, putting it on the Somerset four-door.

In all, GM added 33 models and dropped 21 for a net gain of 12.

One GM departure was a hallowed name in the industry: Chevrolet Impala, which had been on the scene since 1958 and which for years was the best-selling U.S. car line. All the full-size Chevys now carry the Caprice badge. But purists can argue that the Impala isn't really gone; the base Caprice four-door sedan has the same model number as last year's Impala.

1986 U.S. MODELS BY MARKET CLASS

	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1986 Totals	(Final 1985 Totals)
SUBCOMPACTS**	22	37	2	4	65	(71)
Accord	3	2	0	0	5	(5)
Alliance	3	3	2	0	8	(8)
Charger	0	3	0	0	3	(3)
Chevette	1	1	0	0	2	(2)
Daytona	0	2	0	0	2	(3)
Encore	2	4	0	0	6	(6)
Escort	2	4	0	2	8	(12)
EXP	0	0	0	0	0	(3)
Fiero	0	3	0	0	3	(4)
Golf/GTI	1	2	0	0	3	(3)
Horizon	2	0	0	0	2	(2)
Laser	0	3	0	0	3	(2)
Lynx	2	4	0	2	8	(7)
Nova	2	0	0	0	2	(1)
Omni	3	0	0	0	3	(3)
Pontiac 1000	1	1	0	0	2	(2)
Sentra	0	3	0	0	3	(3)
Turismo	0	2	0	0	2	(2)
COMPACTS	22	43	8	14	87	(81)
Aries	3	3	0	2	8	(8)
Camaro	0	3	0	0	3	(3)
Capri	0	2	0	0	2	(2)
Cavalier	3	6	1	3	13	(7)
Cimarron	1	0	0	0	1	(1)
Eagle	1	0	0	2	3	(3)
Firebird	0	3	0	0	3	(3)
Firenza	2	4	0	1	7	(6)
LeBaron	1	1	3	1	6	(6)
Mustang	0	4	2	0	6	(6)
Reliant	3	3	0	2	8	(8)
Skyhawk	2	6	0	2	10	(7)
Sunbird	2	4	2	1	9	(11)
Tempo	2	2	0	0	4	(6)
Topaz	2	2	0	0	4	(4)
INTERMEDIATES	40	35	2	16	93	(75)
Bonneville	3	0	0	0	3	(3)
Calais	2	2	0	0	4	(2)
Caravelle	2	0	0	0	2	(1)
Celebrity	1	1	0	2	4	(4)
Century	3	2	0	2	7	(8)
Citation	0	0	0	0	0	(2)
Cougar	0	3	0	0	3	(3)
Cutlass Ciera	2	2	0	1	5	(5)
Cutlass Supreme	2	3	0	0	5	(5)
Dodge 600	2	1	2	0	5	(4)
Grand Am	3	3	0	0	6	(2)
Grand Prix	0	3	0	0	3	(3)
Lancer	2	0	0	0	2	(2)
LeBaron GTS	2	0	0	0	2	(2)
LTD	2	0	0	1	3	(4)
Marquis	2	0	0	2	4	(4)
Monte Carlo	0	3	0	0	3	(2)
New Yorker	1	0	0	0	1	(1)
Pontiac 6000	3	2	0	2	7	(7)
Regal	0	4	0	0	4	(3)
Sable	2	0	0	2	4	(0)
Skylark ('85)	0	0	0	0	0	(2)
Somerset/Skylark	2	3	0	0	5	(2)
Taurus	4	0	0	4	8	(0)
Thunderbird	0	3	0	0	3	(4)
STANDARD SIZE	16	9	0	9	34	(30)
Buick LeSabre	2	2	0	1	5	(5)
Chevrolet Caprice	3	1	0	1	5	(4)
Dodge Diplomat	2	0	0	0	2	(2)
Ford LTD Crown Victoria	2	2	0	4	8	(4)
Mercury Grand Marquis	2	2	0	1	5	(5)
Oldsmobile Delta 88	2	2	0	1	5	(6)
Plymouth Gran Fury	1	0	0	0	1	(1)
Pontiac Parisienne	2	0	0	1	3	(3)
LUXURY	18	14	1	1	34	(38)
Buick Electra	3	2	0	1	6	(7)
Cadillac (rwd)	1	0	0	0	1	(2)
Cadillac (fwd)	2	2	0	0	4	(4)
Cadillac Limousine	2	0	0	0	2	(1)
Chrysler Fifth Avenue	1	0	0	0	1	(1)
Chrysler Limousine	1	0	0	0	1	(1)
Continental	2	0	0	0	2	(3)
Corvette	0	1	1	0	2	(1)
Eldorado	0	1	0	0	1	(2)
Lincoln	3	0	0	0	3	(3)
Mark VII	0	3	0	0	3	(4)
Oldsmobile 98	2	2	0	0	4	(4)
Riviera	0	2	0	0	2	(3)
Seville	1	0	0	0	1	(1)
Toronado	0	1	0	0	1	(1)
1986 TOTALS	118	138	13	44	313	
1985 TOTALS (end of model year)	108	136	13	38		(295)

*—Two-door total includes hatchbacks, which some makers list as three-door models.

**—In the Subcompact listing, totals for Honda (Accord), Nissan (Sentra), Renault (Alliance and Encore) and Volkswagen (Golf/GTI) include only U.S.-built models.

Buick and Cadillac bailed out of the convertible market for 1986. The Riviera and Eldorado ragtops have been discontinued.

Taurus (eight models) and Sable (four) were the big additions at Ford Motor along with a new four-model LX series for Ford Crown Victoria. Escort lost four models; there are fewer "Designer" offerings for Lincoln Continental and Mark VII, and there were assorted trims or expansions in other lines.

Chrysler made few changes. Dodge 600 and Plymouth Caravelle have an extra four-door sedan, and Chrysler Laser Turbo now is counted as a separate model. A Daytona Turbo has been dropped.

Renault Alliance added a base four-door sedan and dropped its high-line four-door. Encore's base hatchback is gone, but an "Encore Electronic" hatchback has joined the team.

Honda changed model designations for the Accord, but the lineup remains the same—three sedans and two coupes. VW made no changes in its Golf/GTI setup.

In all, the domestic makers added 58 models for 1986 and dropped 40 for a net gain of 18.

The Automotive News model analysis includes all models the domestic manufacturers are pricing or merchandising individually. It does not include engine or transmission options.

Turbos are counted as models. It is felt that they have enough differences in trim, equipment and mechanicals to qualify for separate model designation.

The current 313 models consist of 118 four-door sedans, 138 two-doors, 13 convertibles and 44 four-door station wagons. The two-door total includes hatchbacks, which some makers list as three-door models. Likewise, some of the four-doors are hatchbacks.

The final count for 1985 was 108 four-doors, 136 two-doors, 13 convertibles and 38 wagons.

By market class, the 1986 listing shows 65 subcompacts, 87 compacts, 93 intermediates, 34 standard-size cars and 34 luxury cars.

At the end of the 1985 season, there were 71 subcompacts, 81 compacts, 75 intermediates, 30 standard-size cars and 38 luxury cars.

Ford Division leads the domestics with 40 models for 1986, followed by Buick and Pontiac with 39 apiece, Chevrolet with 34, Oldsmobile with 31 and Mercury with 30.

Totals for other U.S. makes are: Dodge, 25; Plymouth, 15; Renault, 14; Chrysler, 14; Cadillac, 10; Lincoln, 8; Honda, 5; AMC, 3; Nissan, 3, and VW, 3.

The 1985 leaders were Ford, 39; Pontiac, 38; Buick, 37, and Oldsmobile, 29.

Chevrolet Cavalier tops the individual nameplates with 13 models. Buick Skyhawk is next with 10, and Pontiac Sunbird has 9. There are 8 models apiece for Dodge Aries, Plymouth Reliant, Renault Alliance, Ford Crown Victoria, Ford Escort, Ford Taurus and Mercury Lynx.

MODELS: 1942-1986

Number of models offered by U.S. auto makers, 1942 to 1986:

1942	276	1966	368
1946	160	1967	370
1947	182	1968	368
1948	201	1969	365
1949	205	1970	375
1950	243	1971	341
1951	243	1972	297
1952	224	1973	304
1953	210	1974	302
1954	240	1975	325
1955	216	1976	294
1956	232	1977	275
1957	245	1978	259
1958	263	1979	268
1959	239	1980	252
1960	244	1981	278
1961	260	1982	307
1962	296	1983	298
1963	336	1984	305
1964	336	1985	295
1965	348	1986	313

Copyright, 1985, Automotive News

25 years for Cawley

CLINTON, N.Y.—Don Cawley, Cawley Sales & Service, Inc., received a plaque from Lincoln-Mercury on the occasion of the dealership's 25th anniversary.

1986 U.S. MODELS BY MAKE

	4-Door Models	2-Door Models*	Convert-ibles	4-Door Wagons	1986 Totals	(Final 1985 Totals)
AMERICAN MOTORS						
RENAULT**	6	7	2	2	17	(17)
AMC Eagle	1	0	0	2	3	(3)
Renault Alliance	3	3	2	0	8	(8)
Renault Encore	2	4	0	0	6	(6)
CHRYSLER CORP.	26	18	5	5	54	(52)
Chrysler 5th Avenue	1	0	0	0	1	(1)
Laser	0	3	0	0	3	(2)
LeBaron	1	1	3	1	6	(6)
LeBaron GTS	2	0	0	0	2	(2)
Limousine	1	0	0	0	1	(1)
New Yorker	1	0	0	0	1	(1)
Dodge Diplomat	2	0	0	0	2	(2)
Aries	3	3	0	2	8	(8)
Charger	0	3	0	0	3	(3)
Daytona	0	2	0	0	2	(3)
Dodge 600	2	1	2	0	5	(4)
Lancer	2	0	0	0	2	(2)
Omni	3	0	0	0	3	(3)
Plymouth Gran Fury	1	0	0	0	1	(1)
Caravelle	2	0	0	0	2	(1)
Horizon	2	0	0	0	2	(2)
Reliant	3	3	0	2	8	(8)
Turismo	0	2	0	0	2	(2)
FORD MOTOR CO.	27	31	2	18	78	(74)
Ford LTD Crown Victoria	2	2	0	4	8	(4)
Escort	2	4	0	2	8	(12)
EXP	0	0	0	0	0	(3)
LTD	2	0	0	1	3	(4)
Mustang	0	4	2	0	6	(6)
Taurus	4	0	0	4	8	(0)
Tempo	2	2	0	0	4	(6)
Thunderbird	0	3	0	0	3	(4)
Lincoln	3	0	0	0	3	(3)
Continental	2	0	0	0	2	(3)
Mark VII	0	3	0	0	3	(4)
Mercury Grand Marquis	2	2	0	1	5	(5)
Capri	0	2	0	0	2	(2)
Cougar	0	3	0	0	3	(3)
Lynx	2	4	0	2	8	(7)
Marquis	2	0	0	2	4	(4)
Sable	2	0	0	2	4	(0)
Topaz	2	2	0	0	4	(4)
HONDA**	3	2	0	0	5	(5)
Accord	3	2	0	0	5	(5)
GENERAL MOTORS	55	75	4	19	153	(141)
Buick LeSabre	2	2	0	1	5	(5)
Electra	3	2	0	1	6	(7)
Century	3	2	0	2	7	(8)
Regal	0	4	0	0	4	(3)
Riviera	0	2	0	0	2	(3)
Skyhawk	2	6	0	2	10	(7)
Skylark ('85)	0	0	0	0	0	(2)
Somerset/Skylark	2	3	0	0	5	(2)
Cadillac DeVille-Fleetwood (fwd)	2	2	0	0	4	(4)
Cimarron	1	0	0	0	1	(1)
Eldorado	0	1	0	0	1	(2)
Fleetwood Brougham (rwd)	1	0	0	0	1	(2)
Limousine	2	0	0	0	2	(1)
Seville	1	0	0	0	1	(1)
Chevrolet Caprice	3	1	0	1	5	(4)
Camaro	0	3	0	0	3	(3)
Cavalier	3	6	1	3	13	(7)
Celebrity	1	1	0	2	4	(4)
Chevette	1	1	0	0	2	(2)
Citation	0	0	0	0	0	(2)
Corvette	0	1	1	0	2	(1)
Monte Carlo	0	3	0	0	3	(2)
Nova	2	0	0	0	2	(1)
Oldsmobile Delta 88	2	2	0	1	5	(6)
Ninety-Eight	2	2	0	0	4	(4)
Calais	2	2	0	0	4	(2)
Cutlass Ciera	2	2	0	1	5	(5)
Cutlass Supreme	2	3	0	0	5	(5)
Firenza	2	4	0	1	7	(6)
Toronado	0	1	0	0	1	(1)
Pontiac Parisienne	2	0	0	1	3	(3)
Bonneville	3	0	0	0	3	(3)
Fiero	0	3	0	0	3	(4)
Firebird	0	3	0	0	3	(3)
Grand Am	3	3	0	0	6	(2)
Grand Prix	0	3	0	0	3	(3)
Pontiac 1000	1	1	0	0	2	(2)
Pontiac 6000	3	2	0	2	7	(7)
Sunbird	2	4	2	1	9	(11)
NISSAN**	0	3	0	0	3	(3)
Sentra	0	3	0	0	3	(3)
VOLKSWAGEN**	1	2	0	0	3	(3)
Golf/GTI	1	2	0	0	3	(3)
1986 TOTALS	118	138	13	44	313	
1985 TOTALS (end of model year)	108	136	13	38		(295)

*—Two-door total includes hatchbacks, which some makers list as three-door models.

**—Totals for Renault, Honda, Nissan and Volkswagen include only U.S.-built models.

Pace is two weeks ahead of 1984

Year's auto output tops 7 million

By Kathy Boyer
Detroit Reporter

U.S. makers built their seven-millionth car of the year last Friday (Nov. 1), two weeks ahead of 1984.

When the six-millionth car was built on Sept. 20, the makers were also two weeks ahead of 1984.

So far this year, 7,016,778 cars have been assembled, 4.94 percent more than the 6,686,514 units completed last year at this point.

Last week's estimated output of 176,712 cars was up 15.93 percent from the previous week's 152,430, when production at Chrysler was halted by a strike.

Last week's build was 17.62 percent more than the year-ago week's 150,235, when General Motors' domestic plants were returning to normal production levels after a strike in Canada.

Last week's estimated production was shared as follows: GM, 58.91 percent; Ford Motor Co., 20.83 percent; Chrysler Corp., 13.86 percent; Honda of America Mfg. Co., 1.61 percent; American Motors, 1.56 percent; Volkswagen of America, 1.33 percent; New United Motor Mfg., Inc., 1.08 percent, and Nissan Motor Mfg. Co., U.S.A., 0.82 percent.

GM's Lakewood (Ga.) plant was scheduled for two overtime shifts Saturday (Nov. 2).

Ford has scheduled daily overtime this week (Nov. 4) at the following plants: Chicago; Dearborn; Edison, N.J.; Kansas City; Lorain, O.; Wayne, Mich., and Wixom, Mich.

Saturday (Nov. 9) overtime has been slated at all those Ford plants except Chicago.

Chrysler has scheduled daily overtime this week at Belvidere, Ill.; Newark, Del.; St. Louis (No. 1), and Sterling Heights, Mich.

Commerce Dept. says Japan is dumping cellular phones

By Geoff Sundstrom
Washington Reporter

WASHINGTON.—The Commerce Department's International Trade Administration has ruled that Japanese cellular mobile phones, used almost exclusively in automobiles, are being sold in the U.S. at prices lower than those charged in Japan.

The ITA's final determination clears the way for action by the International Trade Commission, which held a hearing on the case Oct. 30.

If the ITC agrees with the ITA, an antidumping order would be issued asking the Customs Service to require a cash deposit equal to the dumping margin on the Japanese imports.

The Commerce Department found that five of Japan's largest cellular phone producers have weighted-average dumping margins ranging from 2.99 percent to 106.60 percent.

The case was brought by Motorola, Inc., which contended that predatory pricing by Japanese manufacturers has all but driven the other two domestic producers of mobile phones out of the cellular phone business and has seriously injured Motorola's competitive position in the market. The other two producers are General Electric Co. and Western Union's E.F. Johnson Co.

The Commerce Department found weighted-average margins of 9.72 percent for Oki Electric Industry Co., Ltd.; 2.99 percent for Hitachi, Ltd.; zero for Toshiba Corp.; 87.83 percent for Mitsubishi Electric Co.; 95.57 percent for NEC Corp.; 106.60 percent for Matsushita Communication Industrial Co., and 57.81 percent for all other manufacturers and exporters.

The case is being watched closely in Washington because it is one of the government's biggest cases involving unfair trade practices in Japanese high-technology goods.

In negotiations with Japan regarding U.S. telecommunications exports to that country, U.S. Government and industry representatives have claimed that the Japanese are delaying serious progress.

The Commerce Department finding in the mobile telephone case is expected to increase pressure on the Japanese to accelerate negotiations.

Hyundai chooses Jacksonville port

GARDEN GROVE, Calif.—Hyundai has chosen Jacksonville, Fla., as its Southeast port of entry.

Robert T. Miller, national import manager for Hyundai Motor America, said Jacksonville will receive about 3,000-3,500 cars per month.

Chrysler returns; truck production rises 4.3 pct.

Domestic makers' estimated production of 67,597 trucks last week was up 4.25 percent from the previous week's 64,844, when the strike at Chrysler Corp. was in progress.

Last week's targeted output was 6.61 percent more than the year-ago week's 63,407.

So far this year, 2,792,610 units have been assembled, 5.28 percent more than the 2,652,513 built last year at this point.

General Motors scheduled overtime Saturday (Nov. 2) at its Baltimore plant.

Ford Motor Co. has scheduled daily overtime this week (Nov. 4) at these plants: Kansas City; Louisville; Lorain, O.; Wayne, Mich., and Norfolk.

Saturday (Nov. 9) overtime is slated at Ford's plants in Kansas City and Lorain.

Saturday (Nov. 2) overtime was scheduled for Chrysler's Warren (Mich.) plant.

The Warren plant is also scheduled for daily overtime this week (Nov. 4).

Canadians slate best car build since May, 1983

Canadian makers scheduled 26,723 cars last week, the highest output since the week ended May 14, 1983, when 27,994 cars were built.

In addition, year-to-date auto production passed 900,000—nine days ahead of 1984—reaching 907,046 at week's end.

Last week's scheduled output was 8.41 percent more than the previous week's 24,650 and was also 23.65 percent better than the year-ago week's 21,612.

The year-to-date aggregate is 2.18 percent more than the 887,662 cars built last year at this point.

Canadian truck makers' estimated output of 17,119 units last week was 50.21 percent more than the previous week's 11,397, when Chrysler plants worked only half shifts.

Last week's production was 1.26 percent more than the year-ago week's 16,906.

So far this year, 685,635 trucks have been assembled, slightly above (0.50) the 682,224 built last year at this point.

25 with Chevy

SACO, Me.—Frank J. Galos, Frank Galos Chevrolet, Inc., has received a 25-year-dealer plaque from Chevrolet.

CANADIAN CAR PRODUCTION

	Week Ended Nov. 2, 1985	Week Ended Nov. 3, 1984	Week Ended Oct. 26, 1985	Oct. Est.	Jan. 1 to Nov. 3, 1984	Jan. 1 to Nov. 2, 1985
AMERICAN MOTORS	400	609	410	1,386	18,690	9,745
FORD MOTOR	11,492	11,000	9,828	44,566	371,584	418,566
GENERAL MOTORS	14,606	9,778	14,187	62,378	488,567	470,232
VOLVO	225	225	225	990	8,821	8,503
Total Cars, Canada	26,723	21,612	24,650	109,320	887,662	907,046

U.S. TRUCK PRODUCTION☆

	Week Ended Nov. 2, 1985	Week Ended Nov. 3, 1984	Week Ended Oct. 26, 1985	Oct. Est.	Jan. 1 to Nov. 3, 1984	Jan. 1 to Nov. 2, 1985
CHEVROLET	17,021	17,138	17,108	96,655	834,331	944,987
DODGE	4,400	4,621	0	14,459	178,027	177,956
FORD	27,626	26,028	29,758	130,547	1,015,093	965,489
GMC	6,700	6,959	6,257	29,560	273,104	295,999
INTERNATIONAL	1,550	1,577	1,273	6,580	64,417	61,502
JEEP	5,800	3,806	5,858	26,761	158,401	179,055
NISSAN	2,450	2,228	2,540	12,466	82,930	89,039
AM GENERAL	50	50	50	230	2,210	2,030
MISCELLANEOUS	2,000	1,000	2,000	9,200	44,000	76,553
Total Trucks, U.S.	67,597	63,407	64,844	326,459	2,652,513	2,792,610

CANADIAN TRUCK PRODUCTION

	Week Ended Nov. 2, 1985	Week Ended Nov. 3, 1984	Week Ended Oct. 26, 1985	Oct. Est.	Jan. 1 to Nov. 3, 1984	Jan. 1 to Nov. 2, 1985
CHRYSLER	7,360	8,696	1,811	25,582	308,921	316,584
FORD	3,581	3,289	3,647	15,259	131,107	132,422
GENERAL MOTORS	5,978	4,720	5,737	25,333	234,996	228,193
INTERNATIONAL	200	201	202	929	7,200	8,436
Total Trucks, Canada	17,119	16,906	11,397	67,103	682,224	685,635
N. American Trucks	80,871	80,313	94,009	249,698	3,334,737	3,488,833

☆—Includes window van production. *—Estimated
Jeep includes commercial only. AM General includes government-destined vehicles.
Miscellaneous includes estimates for Mack, Volvo-White, Kenworth, Peterbilt, Freightliner, Mercedes-Benz, etc.
Monthly estimates may contain error of one or two units due to rounding.

U.S. CAR PRODUCTION

	Week Ended Nov. 2, 1985	Week Ended Nov. 3, 1984	Week Ended Oct. 26, 1985	Oct. Est.	Jan. 1 to Nov. 3, 1984	Jan. 1 to Nov. 2, 1985
AMERICAN MOTORS	2,750	4,291	2,580	9,963	163,651	97,860
Renault Total	2,750	4,291	2,580	9,963	163,651	97,860
Alliance	1,900	2,670	1,871	6,890	93,496	63,479
Encore	850	1,621	709	3,074	70,155	34,381
CHRYSLER CORP.	24,500	27,287	0	84,457	1,064,494	1,076,813
Plymouth Total	7,000	8,492	0	23,055	323,641	311,444
Horizon	2,400	3,431	0	8,016	138,604	119,155
Reliant	3,400	3,391	0	11,014	150,031	138,105
Caravelle	900	1,221	0	2,944	16,606	40,003
Gran Fury	300	449	0	1,082	18,400	14,181
Chrysler Total	8,600	8,180	0	30,444	344,224	355,077
LeBaron	2,200	2,359	0	7,595	100,171	77,804
LeBaron GTS	2,400	833	0	7,805	2,052	82,269
Laser	900	1,445	0	3,487	61,255	44,718
New Yorker/E-Class	900	1,529	0	3,736	79,953	54,889
Fifth Avenue	2,200	2,014	0	7,821	100,793	95,397
Dodge Total	8,900	10,615	0	30,958	396,629	410,292
Omni	2,400	2,778	0	7,803	127,863	115,183
Aries	2,000	3,561	0	8,065	122,995	114,658
Daytona	1,000	1,121	0	3,401	45,900	40,280
Dodge 600	1,500	1,376	0	5,018	64,243	55,048
Lancer	1,500	626	0	4,892	1,614	56,251
Diplomat	500	1,153	0	1,780	34,014	28,872
FORD MOTOR	36,801	42,006	38,483	163,229	1,518,810	1,412,334
Ford Division	25,510	26,253	27,219	114,665	983,253	949,776
Escort	7,908	7,519	9,167	38,690	297,523	291,701
Mustang	4,158	2,566	4,713	20,296	117,893	157,438
LTD	4,397	5,486	4,348	20,594	194,100	181,057
Taurus	958	0	292	1,251	0	1,443
Thunderbird	3,317	3,231	3,965	17,351	127,243	149,009
Crown Victoria	0	2,178	0	0	72,079	7,122
EXP	0	1,093	0	0	35,708	3,863
Tempo	4,772	4,180	4,734	16,482	138,707	158,143
L-M Division	11,291	15,753	11,264	48,564	535,557	462,558
Mercury Total	7,655	11,667	7,587	32,006	391,771	324,247
Lynx	1,530	1,243	1,670	7,182	59,623	61,915
Capri	376	726	424	1,822	15,631	16,236
Marquis	923	3,153	956	5,174	101,755	82,956
Sable	936	0	139	983	0	1,170
Cougar	2,625	2,701	3,147	12,495	97,885	108,502
Grand Marquis	0	2,016	0	0	79,177	7,915
Topaz	1,265	1,828	1,251	4,350	37,700	45,553
Lincoln Total	3,636	4,086	3,677	16,557	143,786	138,311
Continental	504	747	509	2,224	31,562	21,810
Lincoln	2,727	2,898	2,756	12,547	89,376	101,206
Mark VI/VII	405	441	412	1,787	22,848	15,295
GENERAL MOTORS	104,122	72,190	103,340	470,400	3,760,308	4,147,435
Buick Total	23,441	17,697	22,005	102,641	839,393	867,070
Skylark	0	1,071	0	0	90,439	40,953
Skyhawk	2,550	2,640	2,312	10,531	114,663	90,854
Somerset	2,716	1,763	2,730	12,749	16,121	107,496
Century	8,061	4,111	8,369	37,871	193,963	249,372
Regal	3,042	2,861	3,083	15,500	155,636	118,384
LeSabre/Electra (rwd)	771	2,674	862	3,740	176,309	93,891
LeSabre (fwd)	1,866	0	592	3,271	0	3,837
Riviera	424	1,469	121	846	44,505	46,397
Electra (fwd)	4,011	1,108	3,936	18,133	47,757	115,886
Cadillac Total	6,206	6,087	5,935	25,240	277,523	285,445
Cimarron	749	217	632	3,067	13,861	23,233
Seville	322	987	87	623	32,965	28,087
Eldorado	454	1,773	141	926	64,803	52,989
Cadillac (rwd)	933	1,502	625	2,946	98,760	94,325
DeVille (fwd)	3,748	1,608	4,450	17,677	67,134	146,811
Chevrolet Total	33,950	20,901	33,219	154,471	1,276,696	1,393,555
Chevette	2,751	2,643	2,143	12,487	153,571	133,806
Cavalier	10,446	6,919	10,374	47,145	347,361	423,672
Celebrity	4,287	2,931	4,389	19,488	245,464	226,754
Camaro	4,979	3,414	5,069	22,388	196,912	182,036
Citation	0	561	0	0	92,130	28,697
Malibu/El Camino	0	513	0	0	20,785	1,199
Monte Carlo	2,684	1,262	2,652	13,523	88,389	119,876
Chevrolet	7,803	1,656	7,590	34,828	103,521	237,766
Corvette	1,000	1,002	1,002	4,613	28,883	39,749
Oldsmobile Total	24,913	19,645	23,683	107,149	909,204	1,011,248
Omega	0	0	0	0	29,289	0
Firenza	1,431	114	1,221	5,874	59,925	54,319
Cutlass Supreme	5,416	5,322	5,186	24,334	219,465	200,334
Cutlass Ciera	8,783	5,083	8,194	37,099	212,124	305,887
88/98 (rwd)	667	4,516	531	2,568	269,983	163,766
88 (fwd)	1,760	0	1,599	6,597	0	7,137
Olds 98	3,297	1,452	3,536	15,268	62,907	124,100
Calais	3,254	2,083	3,327	14,793	17,566	128,284
Toronado	305	1,075	89	615	37,945	27,961
Pontiac Total	15,612	7,860	18,498	80,900	457,492	590,117
Acadian**	0	239	862	2,394	12,691	14,076
2000 Sunbird	2,230	2,422	2,926	13,479	120,794	120,220
1000	1,570	722	1,469	6,068	35,097	27,981
Firebird	2,393	1,778	2,465	11,617	92,323	96,639
Phoenix	0	0	0	0	14,116	0
6000	1,419	0	1,872	7,029	0	46,279
Grand Prix/Bonneville	0	0	0	0	29,733	0
Parisienne	2,462	1,334	2,950	12,759	38,034	72,889
Fiero	2,206	0	2,412	10,567	103,422	95,433
Grand Am	3,332	1,365	3,542	16,987	11,282	116,600
HONDA	2,840	2,950	2,410	10,985	116,066	124,156
NISSAN	1,449	0	1,452	6,693	0	31,716
NUMMI*	1,900	0	1,900	8,740	0	44,249
VOLKSWAGEN	2,350	1,511	2,265	10,763	63,185	82,215
Total Cars, U.S.	176,712	150,235	152,430	765,229	6,686,514	7,016,778
Total Cars, Canada	26,723	21,612	24,650	109,320	887,662	907,046
N. American Cars	203,435	171,847	177,080	874,550	7,574,176	7,923,824
N. American Trucks	80,871	80,313	94,009	363,623	3,334,737	3,488,833
North American Cars and Trucks	284,306	252,160	271,089	1,238,173	10,908,913	11,412,657

*—Revised estimate.
**—All Acadians are built for sale in Canada.
Monthly estimates may contain error of one or two units due to rounding.